

Recovery not finished yet, says Lawson

By David Smith, Economics Correspondent

There will soon be a vigorous resumption of growth in the British economy, the Chancellor, Mr Nigel Lawson, said yesterday. Tax cuts, lower mortgage rates and falling inflation had resulted in a big boost to spending power.

Mr Lawson was speaking against a background of official figures released yesterday, showing that Britain had a healthy surplus on its current account in April, with the first surplus on manufacturing trade for more than two years.

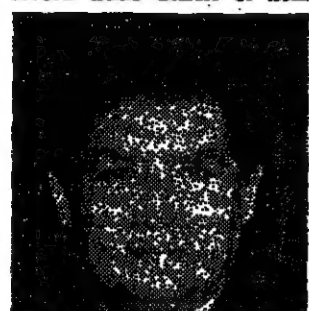
In a speech to the Association of Economic Representatives in London, the Chancellor rejected the charge that after a run of poor figures for output and employment, the recovery has come to an end.

Rather, he said, the benefits of the sharp fall in world oil prices, already showing through in a drop in the inflation rate to 3 per cent, would soon start to be reflected in stronger growth.

The Budget cut in income tax, along with reductions in mortgage rates, added up to an extra £5.80 a week for the average couple, and companies were benefiting from lower material prices and a drop in interest rates.

"Over the past six months industrial production in the main five industrial countries has been relatively flat. And that includes the UK," Mr Lawson said.

Some are even asking whether the British economic



Mr Lawson: Prediction of stronger growth.

recovery — whose end has been regularly predicted every year since the recovery began in 1981 — may at long last really be petering out. I am confident that it is not."

One fear about Britain's economic performance is that while spending in the shops is strong and company profits are high, much of the benefit appears to be going to imports.

In March, there was a record trade deficit of £1.2 billion and a current account deficit of £611 million. Yesterday's figures showed a sharp improvement last month.

The visible trade deficit narrowed by more than £1 billion to £191 million. The current account was in surplus by £405 million and manufacturing trade was in surplus for the first time for over two years.

The Treasury is confident of a £3 billion current account surplus this year, and that the

balance of payments will not restrain growth. But the Society of Business Economists, in a report published today, says that the current account surplus will disappear after this year, and that growth in the economy will slow.

The Chancellor's optimistic speech on the economy came after a series of official figures had suggested that the economy was stagnating. Gross domestic product in the first quarter was up by less than 0.5 per cent on the previous quarter and, after allowing for coal strike effects, only 1.5 per cent up on a year earlier.

Unemployment, after steady last autumn, has started to rise again strongly. This year its underlying rise has been 10,000-15,000 a month.

Britain will gain from the boost to world growth from lower oil prices, Mr Lawson said, and from lower world inflation — in West Germany the cost of living this month was reported yesterday to be 0.3 per cent down on a year earlier.

Despite the Chancellor's optimism on growth, dealers in the City money markets believe that another cut in bank base rates may be needed soon to keep the economy moving. Money market interest rates edged down on the belief that base rates, now 10 per cent, could soon drop into single figures.

Mr Lawson said that the Treasury is confident of a £3 billion current account surplus this year, and that the



Despite yesterday's stormy weather, a bright smile from under the Princess of Wales's umbrella when she visited an agricultural show in Ipswich.

Chernobyl injured total 1,000

Moscow (AP) — The Soviet news agency Novosti yesterday indicated that as many as 1,000 people were injured in the Chernobyl nuclear disaster, and that the last group of patients brought to Moscow for treatment includes evacuees from the danger area.

The Soviet report, distributed to Western news agencies here, was the first to refer to such a large number of casualties.

Mr Mikhail Gorbachev, the Soviet leader, said in his national address on May 14 that about 300 people had been taken to hospital with radiation injuries as a result of the accident.

Novosti carried an interview with the chief radiologist of Moscow's Hospital No. 6, where those most seriously injured at Chernobyl have been taken for treatment.

Dr Angelina Guskova told the agency: "Those whose entire organisms and vast skin areas were affected are no more. They held out longer than the world could expect with the doses they had received."

She did not specify the number who have died, but a prominent Soviet scientist, Dr Yevgeny Velikhov, said at a news conference on Monday that 19 had died as a result of the accident — two during the initial fire and explosion and 17 in hospital.

Dr Guskova was quoted on Tuesday by *Izvestia* as saying that 70 to 80 patients may be suffering from serious radiation poisoning.

Novosti said the national health service network responded quickly to the accident.

"Four hours after the disaster, a special medical team was ready to fly from Moscow to the nuclear power station. Within 24 hours, they selected the 100 most serious cases out of a thousand. The third and last batch of patients now treated in Moscow are from among the evacuees."

The report was the first to state that evacuees from the danger zone extending 18 miles from the damaged power plant were among those injured. Previous reports have suggested that only firemen and plant workers suffered harmful radiation doses.

Radio Moscow said two weeks ago that all 92,000 evacuees had been examined by doctors and none was found to have radiation-related illnesses.

Ulster may return to direct rule

By Richard Ford

Government ministers are preparing for a lengthy period of direct rule as the latest attempt to get a devolved government in Northern Ireland looks set to end with the dissolution of the Assembly.

Although in public ministers express hope that all-party talks can begin about a locally based administration, privately they are gloomy about prospects, believing no agreement would be reached even if talks were held.

It was hoped that unionists would be encouraged to minimize the influence of the Anglo-Irish agreement by negotiating with nationalists to form a devolved government at Stormont but officials now believe that is unlikely.

In the Official Unionist Party the tide is running strongly in favour of full integration with the rest of the United Kingdom, even although Mrs Margaret Thatcher has ruled out such an option. An official said: "We are in for a long period of benign direct rule alongside the Anglo-Irish agreement."

The fate of the Northern Ireland Assembly is to be decided by the end of next week with the Government prepared to dissolve it rather than hold elections in October when its four-year term ends. The Government feels it is

pointless to have fresh elections without agreement on devolution and when unionists would use it to demonstrate their opposition to the agreement with Dublin.

If in the future agreement was reached on setting up a local administration within the province, the Government could revive the assembly by an Order in Council and hold fresh elections.

Mr Tom King, Secretary of State for Northern Ireland, has to make an Order to dissolve the Assembly and is anxious to have the matter settled before the "loyalist" marching season gets under way in July.

He said yesterday that there was growing criticism at Westminster that for the past six months the Assembly, which costs £2.8 million a year to run, had not fulfilled its statutory function to scrutinize legislation and government departments.

Since the Anglo-Irish agreement it has become an exclusive unionist body from which loyalist politicians have attacked the agreement.

An argument against its closure is that it provides a platform for unionists but Mr King said that its recent debates had done little to

Continued on page 2, col 2

Bar 'determined over legal aid fees issue'

By Frances Gibb, Legal Affairs Correspondent

The Bar is determined to press the Government to a satisfactory resolution over the "crucial" issue of criminal legal aid fees, Mr Robert Alexander, QC, chairman of the Bar, said yesterday.

At the close of the profession's first conference in London he made clear that the Bar still had "difficult issues to surmount" with the Lord Chancellor and Attorney General on this matter.

Lord Hailsham of St Marylebone, the Lord Chancellor, who gave the opening address, had given "impetus and guidance" to the profession in his speech for which the Bar was grateful, Mr Alexander said.

But he indicated the issue of fees could clearly still be an obstacle to the restoration of good relations between the profession and the Government.

"This is really fundamental to the conduct of our system of justice in the years to come," he said.

Mr Alexander made clear however that the Bar was not to press ahead immediately with what may have been a second bone of contention with the Government: looking at ways of changing the present system of judicial appointments by removing responsibility from the Lord Chancellor's department.

Yesterday Mr Alexander said the Bar would await the Lord Chancellor's explanatory guide on judicial appointments, to be published today, before considering what steps to take.

The verdict on the two-day conference was that it had been a great success.

Conference report, page 4

Continued on page 2, col 2

Police will use water cannon

By Stewart Tandler, Crime Reporter

Police would be prepared to use water cannon against rioting mobs on the streets of London and fire plastic bullets if necessary, Sir Kenneth Newman, Metropolitan Police Commissioner, said yesterday.

Announcing his annual report for 1985 — a year which saw major riots in Britain and Tottenham — Sir Kenneth became the first British senior police officer to publicly propose the use of water cannon, which are under evaluation by the Met and the Home Office.

He said: "While water cannon would not be applicable in many scenarios we face, I would be prepared to use water cannon in some circumstances if it represented minimum force."

During a press conference which ranged over many of the policing problems presented by the report, one of his senior officers announced that the Metropolitan Police was establishing a unit of "tactical response teams" of officers specially trained in firearms tactics and on standby round the clock to handle incidents involving guns.

The Yard's CID groups such as the Flying Squad and the Drugs Squad were also to have cadres of officers trained in firearms tactics to improve police performance on armed raids.

The changes are intended to improve police use of guns and reduce the risk of accidents.

The question of water cannon emerged yesterday as Sir Kenneth commented on the problems of policing in the aftermath of the riots last year and the spectre of an "increasingly problematic and turbulent society."

Last year 3,000 of the 27,000 officers in London were injured while on duty.

On violent disorder, Sir Kenneth said in his report: "Under such circumstances, firm support though I am of the traditional image of policing, I recognize that sentimentality has no potency in the face of bullets and petrol bombs. The disorders must be firmly brought to an end and peace restored so that the

Continued on page 2, col 4

Continued on page 2, col 4

Continued on page 2, col 4

Continued on page 2, col 4

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Continued on page 2, col 4

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Continued on page 2, col 4

Continued on page 2, col 4

Moscow says US lied on Salt 2

From Christopher Walker, Moscow

Tass, the official Soviet news agency, yesterday accused the White House of resorting to "a pile of lies" in an attempt to justify breaking the unratified Salt 2 nuclear arms limitation treaty.

The agency, giving the first official reaction to President Reagan's decision to dismantle the two Poseidon submarines and stay for the moment within Salt 2 limits, claimed the move had been forced on him by public opinion.

"The White House's decision is a forced step," Tass said. "It has been taken under the powerful pressure of the US and international community demanding that the Soviet-US accords in the field of control over armaments be observed and the sliding of the world to a nuclear disaster be stopped."

Tass said President Reagan had accused the Kremlin of violating existing arms control agreements. "It goes without saying that these accusations were not backed up by a single fact," the agency said.

Senior Western observers described the criticism as perfunctory and mild and noted that it had taken a long time to appear, indicating that Moscow may be hoping that the second part of Washington's threat to breach the treaty in December may be averted by the second Reagan-Gorbachev summit, which is expected to take place around then.

Tass recalled that the US had declared in May 1982 that it would not take any action to break the treaty, which was originally signed by former President Jimmy Carter, and the late Mr Leonid Brezhnev. It alleged that the purpose of the new moves was to evade the strict limitations on strategic missiles imposed by the treaty and leave the US free of manoeuvre to gain military superiority.

"The latest decision of the White House regarding the Salt 2 treaty can be assessed as a demand by Washington for the unilateral right, unprecedented in international practice, to throw out some provisions of a treaty and temporarily retain others," wrote Mr Vladimir Bogachov, a leading military analyst.

WARSAW: Poland and Czechoslovakia yesterday accused the US of seeking military superiority over the Soviet Union since their encouraging summit meeting in Geneva last November. President Husak of Czechoslovakia and General Jaruzelski, the Polish leader, condemned US attacks on Libya last month and accused Washington of aggravating tension and conflict in various parts of the world.

The breakdown, page 6

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Leading article, page 11

Tomorrow

Fit for sport

Which sport makes you fittest? — the research that answers a continuing athletic debate

Portfolio Gold

The Times Portfolio Gold daily competition prize of £4,000 was won outright yesterday by Mr T.A. Hefner of Bognor Regis.

Portfolio list, page 32; rules and how to play, information service, page 20.

Howe UN call

Sir Geoffrey Howe, the Foreign Secretary, told the special UN session on Africa that the richer nations must help Africa to help itself. He praised the growing mood of realism in Africa.

Pages 5 and 20

Review results

The University Grants Committee's first review of the quality of research in universities in Britain has revealed wide differences and varied reactions.

Page 3

Pit pay case

British Coal is to contest an industrial tribunal ruling that it had unfairly paid more money to miners belonging to the Union of Democratic Mineworkers at a Leicestershire pit.

Page 2

India firm

Mr Neil Kinnock, after meeting Mr Rajiv Gandhi, said there was no possibility of India withdrawing from the Commonwealth over South Africa.

Page 6

Ariane coup

The European satellite Ariane is to launch a military telecommunications satellite for the British Ministry of Defence at the end of 1987.

Home News	2-4	Diary	10
Overseas	2-3	Features	8-10
Apps	23	Law Report	25
Arts	19	Leaders	11
Births, deaths, marriages	19	Obituary	11
Books	8	Sale Room	18
Business	21-32	Science	18
Chess	38	Sport	36-40
Church	18-25	Theatres, etc	39
Entert	18	TV & Radio	39
Crosswords	8-20	Weather	28

Treasury faces councils battle

By Our Economics Correspondent

The Treasury is facing a big battle to hold down local authority spending. However, the Chief Secretary to the Treasury, Mr John MacGregor, is determined to stick within the Government's targets.

Mr MacGregor has given the newly appointed Secretaries of State for Education and the Environment, Mr Kenneth Baker and Mr Nicholas Ridley respectively, an extra two weeks to submit detailed bids for extra spending.

The original deadline for bids was tomorrow, in the coming crucial public spending round. Ministers regard the Government's poor recent showing as good reason for requesting big increases in spending next year. Bids for extra spending are likely to total £6 billion.

Of this, the biggest part will comprise council spending, probably of £2 billion or more. This is because decisions on local authority current spending for 1987-88 and 1988-89 were deferred last year and any increases will be drawn directly from the Government's public spending reserve.

Mr MacGregor, in an interview with *The Times* yesterday, said:

"It is a key job of government to get the balance between tax and expenditure right." Mr MacGregor said. "There is a tendency to think that caring means only spending more. It is also about keeping the PSBR down, reducing the level of interest rates, reducing taxation and getting better value for money in public spending."

Mr MacGregor cited the £60 million allocated from the reserve for the health service last week, more police manpower and the promise of more cash for the universities if standards are improved, as examples of the Government's ability to increase spending within a controlled total.

He described the system of local authority spending control as "a Byzantine nightmare". But he said that the Government, while reluctant to see large increases in rates, would do so rather than allow local authority spending to go out of control.

Interview, page 25

Labour lead put at 8%

The Labour Party was given an 8 per cent lead over other parties, enough to form a government with an overall majority, according to the latest opinion poll figures released yesterday (Sheila Gurn writes).

The Prime Minister's popularity sank, with only 29 per cent satisfied with her leadership.

The Conservatives' poor showing will strengthen Mrs Margaret Thatcher's declared aim not to go for an early general election but to wait up to July 1988 if necessary. But it will give added impetus to

arguments by opponents in her own party for a more caring image.

The poll puts the Liberal/SDP Alliance back into third place below the Conservatives.

The party ratings, according to the Mori poll carried out for the *London Standard*, were Labour, 40 per cent; Conservatives, 32; Alliance, 26; others, 2.

The standing of the party leaders was Mrs Thatcher, 29 per cent; Mr Neil Kinnock, Labour, 39; Mr David Steel, Liberal, 47; and Dr David Owen, Social Democratic Party, 43.

Swan Hunter fears 1,000 redundancies

Swan Hunter, the Tyne-side shipyard, is considering making 1,000 employees redundant in the next two months. The company blames the failure to win the £130 million order for a naval support ship which went to Harland and Wolff in Belfast.

Mr David Hardy, chairman of Swan Hunter and of Globe Investment Trust, one of the main backers of the management buyout at Swan Hunter in January, expects the 400 design staff to go ahead report. In Globe's annual report, Mr Hardy says: "We do not believe the competition was a fair one and it will deter us and others from participating in future privatizations."

Fans start rush for Mexico Cup trips

By John Goodbody

British travel agencies have been struggling to cope with an exceptional number of last-minute demands from football fans to watch the World Cup which begins in Mexico City on Saturday.

Although only 70 per cent of the tickets for preliminary pool games have been sold, with plenty available at England's venue of Monterrey, it is now difficult to find flights to the provincial centres which stage five of the six first round matches.

Two agencies, Travelwise and Mexican Holidays, say the market has gone "crazy" after earlier complaining about the poor demand for World Cup trips. The Football Association originally estimated 15,000 spectators would visit Mexico for the four-week tournament but still only about 3,000 people have booked package deals.

A spokesman for Travelwise said yesterday: "About the end of April interest suddenly started picking up. England had some good results, there was television coverage of the 1966 tournament and anyway people never want to pay until the last moment."

The desire to watch the 24 nations, including England, Scotland and Northern Ireland, may prompt many more fans to fly to Texas cities like Houston, only 550 miles from Monterrey, and travel overland to Mexico.

Mr Pickett fears that in this way potential trouble-makers could reach Mexico unhindered. "We urged the Mexican Ambassador to get his Government to turn back at the border those fans who have no

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Tribunal backs NUM over pay increase to miners in rival union

By Craig Seton

The National Union of Mineworkers yesterday won an important test case when an industrial tribunal ruled that British Coal, formerly the National Coal Board, had unfairly paid more money to a minority of miners belonging to the rival Union of Democratic Mineworkers at a pit in Leicestershire.

The NUM's victory is an embarrassment to British Coal, which said immediately after the hearing it would appeal against the decision to the Employment Appeal Tribunal. It is also a bitter blow to the moderate UDM, 3,000 of whose members are still not receiving a £5.50 a week pay rise the new union negotiated last November.

The NUM had alleged at the industrial tribunal in Leicester that British Coal had deliberately sought to encourage membership of the UDM by paying the rise to the new union's members at Ellistown colliery in Leicestershire, although they were out-

numbered by NUM members, who did not receive the extra money.

Mr Jack Jones, the NUM's Leicestershire general secretary, took action against British Coal under the Employment Protection Act, 1978, claiming that the purpose of the pay rise was to deter or prevent membership of the established union.

Mr Jones yesterday hailed the result as an important victory and said: "Justice has been rewarded throughout the British coalfield."

The tribunal was told that the Ellistown dispute arose out of the bitter conflict between the NUM and the emerging UDM after the year-long miners' strike.

Leicestershire miners voted to remain within the NUM, and in a ballot at Ellistown, men voted by 191 votes to 173 to remain with the established union.

Within days, however, after a meeting between Mr Ian

MacGregor, chairman of British Coal, and Mr Roy Lymk, the UDM's general secretary, the pay rise was paid to the UDM men at Ellistown, although previously British Coal had paid it only where members of the new union were in a majority in their workplace.

Mr Chris Goodchild, chairman of the tribunal, said that British Coal had changed its policy, and "even-handedness disappeared". The tribunal had not been satisfied by the explanation for the payment of the rise, and British Coal had clearly departed from a sensible policy.

He said that NUM members at Ellistown "have been penalized and subjected to a disadvantage". He accepted that the decision would be controversial, and might have to go to a higher court.

Mr Goodchild said that the rise at Ellistown had been paid at a time when the UDM was concerned about its position and its membership. "They were expressing concern at not getting sufficient support from the coal board. Their drive for membership had slowed down. They were disenchanted."

He added: "Was the purpose to encourage individuals to join the UDM or was it to discourage miners from being members of the NUM? Or was it a mixture?"

The UDM was formed by moderate miners' leaders, disenchanted with the leadership of Mr Arthur Scargill after the strike. It now claims about 40,000 members.



Mr Jones yesterday with the miners who brought the case, Mr Peter Ridgway (left) and Mr Paul Fairbrother (right).

Deadlock on post pay talks

By Gavin Bell

Trade union leaders representing 150,000 postal workers throughout the country will consider industrial action today after reporting no progress in the latest round of pay negotiations yesterday.

After the two-hour meeting, an informed source said that Mr Alan Tiffin, general secretary of the Union of Communication Workers, would be telling his executive today that he had no progress to report.

The union voted at its annual conference last week for a ballot on industrial action if the Post Office's present offer was not improved, and the source said that this mandate would be discussed at the executive meeting. It would be up to Mr Tiffin and his colleagues to bargain or to ballot.

The Post Office said that its offer would increase basic rates by 5.25 per cent, but that "changes in the earning structure" would limit the overall pay bill to 4.8 per cent.

Before entering yesterday's talks, Mr Tiffin said: "We are looking for a substantial improvement. We anticipate Post Office profits being at a record level for the last year."

Ulster may return to direct rule

Continued from page 1

diminish tension within the community.

Closure would deprive the 50 unionist members of entitlement to £17,000 a year in salary and expenses which most have continued to draw despite refusing to carry out normal working. Eleven who were also MPs are entitled to Westminster salaries and allowances totalling £46,000.

The Assembly was set up in 1982 by Mr James Prior but a proposal of "rolling devolution" was doomed as both the Social Democratic and Labour Party and Provisional Sinn Féin refused to take their seats.

Under Mr Prior's plan the Assembly was to scrutinize government legislation and set up six committees to monitor government departments. It could opt for partial devolution if there was 70 per cent support from members or cross-community support.

With the absence of representatives of the minority community, the assembly never moved beyond its scrutiny role. The Government moved the problem away from an internal matter to one involving the government of the Irish Republic and signed

the agreement at Hillsborough last November.

An overwhelming majority of people in Britain want Northern Ireland to find a future outside the United Kingdom according to an opinion poll conducted on the mainland.

Only 26 per cent want the province to remain part of the UK, while 24 per cent wish it to be part of the Irish Republic and 35 per cent an independent state.

The findings of the Gallup Poll conducted among 1,096 people in England, Wales and Scotland but excluding the province, reflects the lack of interest on the mainland with the north and its seemingly intractable problems.

The poll, conducted for tonight's *Brass Tacks* programme on BBC2 television, shows that 47 per cent approve of the agreement giving Dublin a role in the affairs of the north, 32 per cent are opposed, 14 per cent don't know and 6 per cent don't care.

But 48 per cent of those questioned said any referendum on the future of the north should be held only in the province.

Change in thinking, page 10

Irish Sea gas rig evacuated

Experts from British Gas were yesterday investigating cracks in an accommodation rig in the Irish Sea, after 350 workers were airlifted out on Tuesday.

The cracks were seen two weeks ago in the legs of the rig, part of a six-platform gas field in Morecambe Bay.

Now 130 of the men will be flown in daily to continue final construction work on the £1.3 billion field's platforms. The rest will be laid off until the investigation is completed.

The rig, built by Cammell Laird, of Birkenhead, has been in service since last January. Its legs can be jacked up and the rig moved from site to site, unlike the other Morecambe Bay platforms, which are permanently in place.

The cracks were noticed in the jacking mechanism of its legs as the rig was moved alongside one of the platforms.

British Gas said: "We decided things had gone far enough and as a sensible precaution we took the men off."

There are still 390 workers on board other platforms in the field.



Sir Kenneth Newman yesterday: Prepared to use water cannon and plastic bullets.

Met will use water cannon

Continued from page 1

issues which underlie the outbreak can be addressed."

He said: "I take no joy in the prospect of baton rounds (plastic bullets) any more than I relish visored helmets, shields and flameproof overalls. But for all their implications, if they permit the restoration of the rule of law to the streets where there is the concerted ferocious violence we saw last autumn then reluctantly and as a last resort I will authorize their use."

While plastic bullets have been available to police for some time — and were ready for use at Tottenham if local commanders had authorized their firing — water cannon are not. Two vehicles based on a West German design have been under evaluation for several years and at one time their use looked like being abandoned because of their impracticability in many British situations.

They were considered too ponderous for narrow London

streets and too powerful because the jet is capable of overturning a car. They would also be vulnerable after their tanks were emptied which takes about four minutes at full flow.

But they could be used in disorders in large open spaces where a meeting or march had got out of hand. In a Commons written answer earlier this year a Home Office minister said the cannon could be used with a dye.

In his report Sir Kenneth also warned of the dangers of disaffection with authority and criticism of the police which might turn the service on itself. The result would be "concentration on a 'war' rather than a 'service' model, with blurring of the boundaries between the civil police role, the Army role and that of some third force."

Last year at Brixton and Tottenham such a blurring had taken place for a few hours. There was a danger in policing on a "war footing" but

Sir Kenneth argued against the creation of any third force as exists in France.

Sir Kenneth said yesterday that despite the increase of 1,200 men given to his force last week, the manpower shortage in London was so serious that street patrols had become "worryingly thin."

There were now only 10 or so officers to provide cover for 60,000 to 70,000 Londoners at a time when street robberies had grown more violent.

But the cost of at least some policing in areas like organized crime might be reduced by expanding the idea of seizure of assets.

Sir Kenneth said his call to the Home Office for over 3,000 more officers had been an "honest, objective...very conservative" assessment of police needs in London.

To make one officer available on the streets 24 hours a day, seven days a week required a total of 5.4 officers to cover all the shifts, rest days and other duties.

Kinnock trying to 'buy votes'

By Our Political Correspondent

Mr Neil Kinnock was yesterday accused of putting race relations at risk in an attempt to "buy votes" with an under-taking that Labour would repeal the 1971 and 1981 immigration and nationality laws.

Mr John Wheeler, a senior Conservative member of the Commons home affairs select committee, said that the Labour leader's promise, made during his visit to India, opened up the prospect of an escalation of primary immigration.

He said: "I believe it will do immense harm to race relations in Britain."

Labour has already promised that it will replace the existing Acts with non-racial and non-discriminatory legislation, but the speed and strength of Conservative reaction to Mr Kinnock's latest statement suggests that immigration could well become one of the more controversial battlegrounds of the next election campaign.

Mr Wheeler said yesterday that Labour was threatening to send primary immigration "rocketing back to 100,000 a year or more", and opening up "the possibility of endless immigration for years to come."

The Government, he added, had managed to get immigration off the political agenda. "Presumably, Mr Kinnock is seeking to buy votes in the ethnic minority community, and will put the whole future of race relations in jeopardy for those votes."

Mr Wheeler also raised the question of the six million British subjects in Hong Kong whose future had been settled by the British Nationality Act. "If that is repealed, it throws the whole issue back into the melting pot."

He said that Mr Kinnock's statement was "an inexcusable adventure for the short-term pretext of buying votes."

Leading article, page 11

NGA chief fails to stop case

The case against Mr Tony Dubbins, the print union leader arrested two months ago outside News International's printing plant at Wapping, east London, must go ahead, magistrates ruled yesterday. He is accused of obstructing the highway during a demonstration.

The hearing at Thames Magistrates' Court was adjourned last week after Mr Geoffrey Robertson, counsel for Mr Dubbins, argued that as a result of police action in blocking off Glamis Road and diverting traffic from 9.30pm it had ceased to be a highway for the purposes of the law.

Mr Peter Budge, the magistrate, adjourned the case for a week to consider whether it should be dropped.

But yesterday he said: "In my judgement, Glamis Road at the material time remained a highway and accordingly I reject the submissions and rule that there is a case to be answered."

It will be heard on June 27. Mr Dubbins, aged 41, general secretary of the National Graphical Association, was given unconditional bail.

Mr Budge considered the law in relevant cases and said it had not been directly decided by those cases whether a highway ceased to be a highway when free access to it was restricted to a class of people, and not the public at large, by police action.

In all the cases considered, where a highway had been deemed to cease to be a highway there appeared to be a degree of finality, in that a decision was made by a court.

There was no evidence here that there had been court or analogous proceedings, he said.

Mr Dubbins said afterwards: "What comes through from the decision this morning is that the whole legal position is somewhat unclear in that area, and we ourselves very clearly now have to give some consideration to whether to prosecute this particular matter to appeal."



Kate Benjamin, aged 24, at Land's End yesterday before setting out with her Welsh corgi, Hector, on a 1,400-mile ride to John O'Groats, which will take three months. Miss Benjamin, from London, hopes to raise £10,000 for the Third World charity, Intermediate Technology.

Whitehall shies from pay linked to profits

By George Hill

The Treasury and the Department of Employment would pay a "dividend" linked to their company's profits.

It is argued that the Chancellor's proposal to base the scheme and the tax relief on an agreed proportion of participants' pay might prove unpopular, as it might entail a drop in pay during years of low profits.

Under the scheme, workers would only risk pay rises they might never have enjoyed. But the scheme offers no solution to one of its main drawbacks: the fact that workers in public sector services would derive no incentives as they work for concerns that cannot earn profits.

Mr Lawson said last month that he hoped to produce a consultation document on the proposals in July, with a view to bringing in legislation before the next general election.

Labour to disband defiant branches

By Anthony Bevins
Political Correspondent

Labour's national executive is expected to disband Liverpool constituency parties which defy last week's decision to expel a number of leading supporters of the Trotskyist Militant Tendency.

The Garston constituency party has passed a resolution rejecting the executive decision to expel Mr Tony Mulhearn, one of its local party members. The resolution condemned the decision as "insane".

Mr Mulhearn was allowed into the Tuesday night meeting in defiance of a warning from Mr Peter Kilfoyle, the party's regional trouble-shooter, and he was given a standing ovation by rank-and-file party members.

Members of the Pictou party, in the Liverpool Mossley Hill constituency, also voted to defy the executive expulsion of Mr Ian Lowe, the Militants' trade union co-ordinator in the city.

But party officials gave warning last night that any confrontation between the national and local parties could result in a withdrawal of funds.

One official said: "Any constituency party gets most of its money from affiliation fees. Trade unions would refuse to recognize them, once they are disbanded by the Labour Party."

There was no doubt among Labour MPs last night that Mr Neil Kinnock would follow through his programme of expulsions, with party disbandments if necessary, in order to show the firm smack of leadership which is evidently favoured by potential Labour voters.

Mr Kinnock has made clear his determination to clear out the leadership of Liverpool's Militant "maggots" and has given every indication that he will proceed with patience and care in completing a task which is fraught with legal dangers and potential challenges in the High Court.

But as Mr David Steel, the Liberal leader, has already pointed out, the ultimate question is whether the voters are going to be satisfied with limited purges.

Docks sale is illegal, says Lord Denning

The Government's Bill to privatize management of the royal dockyards is illegal, Lord Denning, former Master of the Rolls, said yesterday.

The Government has invited tenders for Navy dockyards at Devonport in Plymouth, and Rosyth, Fife. But Lord Denning, aged 87, who toured Devonport yesterday, with Plymouth councillors, opposed to government plans, said the Bill could be challenged by any dockyard worker.

He said the Government had gone wrong in separating the dockyard from its workforce contrary to European Law. "The Government has invited me to have regard for European law. It is not possible to sell the dockyard without its workers."

"It is like a beehive. You cannot sell a hive without its bees or bees without their hive."

He later said he was marshalling opposition in the Lords to the Bill. "No one had looked very closely at the legal implications of the Bill until I studied them in the House of Lords library."

Kerb crawling appeal lost

A Conservative county and borough councillor in Staffordshire lost his appeal at Dudley Crown Court yesterday against a conviction for kerb crawling imposed by Wolverhampton magistrates last February.

Judge Frank Bennet handed the appeal a stinging rebuff. He told Alan Harris, a building society manager, of Clevedon Road, Stafford: "We are quite satisfied there were two separate cases of an approach by you to women and we do not believe your diverse and varied explanations for your extraordinary behaviour." Harris was ordered to pay a maximum of £250 costs.

Missing wife's diary found

Police searching for Mrs Anne Lock have found her diary and telephone book in undergrowth half a mile from Brookman's Park railway station in Hertfordshire which she would have used on her way home.

"Police say there were no signs of a struggle near where either item was found and they now plan to search a lake near where the articles were found."

'Hot line' for fugitive

Police have appealed to Tony Harlow, who disappeared after four shooting incidents in Dudley, West Midlands, to surrender his pistol and contact them.

There is a special telephone "hot line" for Mr Harlow, aged 23, to use. He disappeared on Sunday after a shooting incident in a public house and is now believed to be hiding with friends.

Revolt topples Glasgow chief

Mrs Jean McFadden was deposed as leader of Glasgow City Council's ruling Labour group yesterday by Mr Pat Lally in a backbench revolt.

Mrs McFadden, who led the group for nine years, was defeated by 30 votes to 27 in a secret ballot. There had been growing unrest over her style of leadership and the administration's centralized control.

Service for Lord Shinwell

A memorial service for Lord Shinwell, who died on May 8, aged 101, is to be held in the Palace of Westminster's Grand Committee Room on June 19.

Mrs Margaret Thatcher, members of the Cabinet and many of Lord Shinwell's former colleagues from both Houses of Parliament have been invited.

Suspect freed

One of three men held for questioning over the multi-million pound art theft last week from the home of Sir Alfred Beit, at Blessington, Co Wicklow, in the Irish Republic, was released early yesterday. The other two were being questioned by detectives at Mallow, Co Cork.

Police trial

A police inspector accused of wounding Mrs Cherry Groce with a gun at her home in Brixton, south London, last year was yesterday committed for trial at the Central Criminal Court by Bow Street magistrates. Douglas Lovelock, aged 42, was allowed unconditional bail.

Heart setback

Paul Worthington, aged six, of Mickleover, Derby, the youngest-ever heart transplant patient at Papworth Hospital, near Cambridge, is back in the intensive care unit after a slight setback. The hospital said this condition was stable but not serious.

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Oxford and London shine in star ratings for research

By Tim Jones and Lucy Hodges

Big differences between universities were revealed yesterday in the University Grants Committee's first review of the quality of research in the United Kingdom.

Many universities, including Oxford and Cambridge, Warwick, Sussex and London did well, others such as Keele were bitterly disappointed with a below average rating in 17 departments.

In the committee's letter to Oxford, the University Grants Committee rated 36 of its departments above average and gave 32 of those a star, denoting outstanding merit by international standards. Four of its departments were described as average, and one - Education - below average.

Sir Patrick Neill, the university's vice-chancellor, was nevertheless unhappy with the new budget allocations to the universities had been made. Part of the funding for next year (15 per cent) is to be awarded for quality of research.

"Oxford has been very highly rated in terms of academic research," he said. "Notwithstanding this recognition of Oxford as a centre of international excellence, the result of the new formula has produced a totally inadequate grant for next year - cut by more than 5 per cent in real terms."

Keele's poor rating for research comes after last week's news that its budget was to be cut by 0.5 per cent next year. Only one of its departments - Communications and Neuroscience - none was started and nine were rated average.

Professor Brian Fender, the vice-chancellor, said that many new appointments were being made which would lead to rapid improvement. Of the 0.5 per cent budget cut, he said: "We will just have to squeeze down on everything."

Some universities were pleasantly surprised by their performance rating. Essex, a

The Council of the University of East Anglia in Norwich will review its disciplinary committee's first review of the quality of research in the United Kingdom.

The Council has endorsed a decision by the Senate condemning the actions of more than 50 students who blocked the entrance to the hall.

A university spokesman said yesterday: "It was the first time anything like this had happened." The university intends to set up legislation so that action can be taken against individuals or groups in the event of similar trouble.

The university with a radical student reputation, received six stars, one of which was for sociology. Three other departments were described as above average, three were average and three below average. The below average were Maths, Chemistry and Literature.

Newcastle University had 10 departments rated as above average, with four of these starred, 18 average and 12 below average.

The City University, a small university in London, refused to give precise details. It said its Business Studies was above average, Music was average and Engineering and Physical Sciences below average. No subjects were started.

Nottingham had nine of its departments or "cost centres" (the committee's terminology) described as above average, of which five were started. Nine departments were average and eight below average.

Kent, another small university, was reasonably pleased with its performance. Of its departments or "cost centres", five were described as above average, four as average and four as below average. Three subjects were described as outstanding and given a star.

London University did

well. University College received 18 stars for all four of its Engineering departments, three of its Medical departments, Applied Mathematics, Archaeology, and Ancient World Studies, and for English, Italian, Linguistics, Philosophy and History of Art.

Other subjects to receive stars at University College were Geography, Anthropology, Law, and The Bartlett School of Architecture and Planning. One department - the Dental School - was below average.

Twelve out of 16 "cost centres" at King's College were described as above average, and six out of eight at the London School of Economics. Warwick also did well. Of its 15 departments, 10 were rated above average, four about average and one - Science Education - below average. Seven subjects were marked with a star.

York also did well. Six subject areas were awarded a star, six were described as better than average, eight average and one below average.

At Birmingham, eight cost centres were described as better than average, and of those four were outstanding. Thirteen were average and four below average.

There was a shock for Southampton's Medical Faculty. Three of the areas described as below average were in Medicine. At Southampton, 11 cost centres were above average, of which seven were rated outstanding, and 11 were average.

At Exeter six departments were described as above average and one was started, and at Hull five were described as outstanding.

Stirling University in Scotland was disappointed with its rating. Only three of its departments were described as above average, seven were average and nine below average. It received no stars.

Letters, page 11



Karen Jones, aged 20, a flautist who was a BBC Young Musician of the Year and won a gold medal in the Shell-London Symphony Orchestra scholarship last year, leaves for Athens on Saturday. She is going with the European Community Youth Orchestra which collects its share of a \$100,000 cultural prize from the Alexander Onassis Public Benefit Foundation on Tuesday (Photograph: Dod Miller).

Court war on hippy campers

By Peter Evans
Home Affairs Correspondent

The Government is taking powers to deal with "peace camps" which invade private land. Meanwhile, Mr Les Attwell, a Somerset farmer who claims he faces ruin because of a hippy camp on his land, is to seek court action in London today.

Mr Attwell, aged 57, who suffers from angina, collapsed when a convoy of 100 vehicles moved on to his 101-acre farm near Yeovil last Friday. He claims that the hippies, who are massing for the outlawed Summer Solstice festival at Stonehenge, are ruining his farm and will get no stage crop from the 12-acre field and will have to sell his stock to pay lawyers' fees.

Home Office ministers are expected to give details of the Government's action to Mr Simon Goutry, president of the National Farmers' Union, on Tuesday. Mr Goutry will emphasize the need to protect farmers and landowners more adequately if there is trespass by parties of itinerants.

Ministers are expected to say that the Government has extended the scope of the Public Order Bill to private land, to catch misbehaviour by such groups.

Once the Bill is in force, anyone on private land who threatens violence, behaves in a disorderly manner or is likely to cause alarm, harassment or distress will commit an offence.

The Home Office said yesterday that under the Police and Criminal Evidence Act 1984, which came into force this year, police have power to enter private land and make arrests if there is a breach of the peace.

Skater's help for Sport Aid

Robin Cousins, the British ice skater, yesterday launched a record of his personal skating theme, *Good as Gold*, in aid of the Sport Aid famine appeal.

The former Olympic gold medalist and 1985 world professional skating champion, said four months of hard work and £10,000 in private donations have been invested in the record, which is distributed by EMI and available from all record shops in Britain from today.

Sport Aid organizers were yesterday trying to collect all the money raised by Sunday's worldwide Race Against Time.

With £5 million promised in the United Kingdom alone and millions more to come from sponsorship, organizers expect the final world total to exceed the £60 million achieved by Live Aid.

'Tranquil' terminal planned at Stansted

By Charles Kneivitt
Architecture Correspondent

The British Airports Authority unveiled plans yesterday for a passenger terminal at Stansted airport, in Essex, that its designer said would be "tranquil, simple to understand and easy to use".

The terminal, which will open in late 1990 ready for the 1991 summer season, will be capable of handling up to eight million passengers a year. The total cost, including new cargo facilities, roads, taxi ways and aircraft aprons, will be £790 million.

The designer, Mr Norman Foster, the British architect of the £500 million Hongkong Bank headquarters in Hong Kong which opened earlier this year, said: "The BAA brief was for an efficient, cost-effective and joyful building."

Sir Norman Foster, chairman of BAA, described Mr Foster's scheme as a "new generation terminal, exciting and innovative". It would be built at no cost to the taxpayer.

Flexibility and security are two key aspects of the design, in response to guidelines laid down by the Department of Transport on ways of combating international terrorism.

A detailed planning application for the terminal, at the north-east corner of the airport, was submitted yesterday to Uttlesford District Council, which is expected to approve the plan in September.

The two-storey building will allow passengers to move through the airport on one level, beneath a huge glazed roof structure. Baggage will be handled in the lower level.

A new rail station, linking with the British Rail main line, Cambridge to Liverpool Street, in London, will take passengers into the building.

The terminal will be partly submerged into the site to minimize its intrusion into the surrounding countryside. About 10 per cent of the new development area will be landscaped and 250,000 trees and shrubs will be planted.

Stansted is eventually likely to handle about 15 million passengers a year, although further expansion after the present phase will need parliamentary approval.

The existing terminal is used by half a million passengers a year and has the capacity to take up to two million passengers.

Advantage has been taken of the greenfield site to avoid the long distances and inconvenience to passengers of changes of level and clutter associated with many other terminal buildings. "Calm, clarity and convenience are the key words," Mr Foster said.

Britain is left with one astronaut on US space shuttle

By Rodney Cowton, Defence Correspondent

The number of flights by British astronauts in American space shuttle aircraft is being cut from two to one because of the Challenger explosion, the Ministry of Defence announced yesterday. But the four British astronauts still hope to go into space.

The American shuttle will launch British SkyNet military communications satellites.

Of four potential British astronauts who have undergone extensive training for flights on the American space shuttle, only one, Squadron Leader Nigel Wood, is now scheduled to go up in the shuttle, although his flight is being delayed for about two years, from next month to 1988.

The changes have arisen because of the destruction of the Challenger shuttle in January.

Commander Peter Longhurst had been selected to go up in the shuttle with SkyNet B early next year, but the Ministry of Defence announced that the satellite was now to be launched by the unmanned European Ariane rocket.

After hearing the decision, Commander Longhurst said: "Naturally I am disappointed in the delay, but the decision is in the best interests of SkyNet. On a personal note I am hopeful of getting into space one day because I think we need missions to enhance our knowledge of manned space flight."

The other two members of the British team are Lieutenant-Colonel Richard Farrimond, of the Royal Signals, who had been designated

as back-up to Squadron Leader Wood, and a civilian, Mr Christopher Holmes, who was Commander Longhurst's back-up.

The ministry said yesterday that for the time being the four men would return to normal duties. Squadron Leader Wood was to join the RAF's Presentation team. Commander Longhurst would probably be given a sea posting. Lieutenant-Colonel Farrimond would return to the Royal Signals and Mr Holmes would resume his work as deputy project manager of SkyNet 4.

The British National Space Centre is preparing plans for ministers to consider during the next 12 months. Mr Jack Leeming, director of policy and programmes at the centre, said that the European Space Agency plans would need Europe to develop a corps of astronauts and although there was no decision as to whether Britons would be part of it, that could not be ruled out.

If British astronauts were required it was likely that the four who had already undergone training would be considered. Their expertise is precious," he said.

Under the Ministry of Defence's revised plans, SkyNet 4B will be the first to go up.

It is hoped that SkyNet 4A will then go up in the Shuttle, with Squadron Leader Wood on board in the spring of 1988, to be followed, as already planned, by SkyNet 4C on board Ariane in 1989.

SkyNet 4 is needed to improve the British Armed Forces communications, particularly for Royal Navy ships.

Property Correspondent

Public spending on housing is unlikely to be increased in the near future, Mr Nicholas Ridley, the newly-appointed Secretary of State for the Environment, said yesterday.

Mr Ridley told the annual conference of the National Federation of Housing Associations that, while better housing was one of the most important aims of the Government, "the level of public sector resources for housing has been limited, and is likely to remain so".

He said it was important not to pre-empt too great a share of gross national product if Britain wanted to see continuing economic growth.

"The increasing prosperity of the country which we are now

seeing depends on maintaining a fair division between public and private spending."

Mr Ridley said: "We wish to replace growth in public funding by growth in private investment. We must move away from the negative assumption that public funding is the only way to provide money for housing for all but those able to be owner-occupiers."

Owner-occupation had increased from 55 per cent to 64 per cent since 1979, a rise of 2.2 million households.

Calls for an end to mortgage tax relief would mean breaking faith with those who had been encouraged to take the first step into home ownership, Mr Ridley said.

Theatre takes on new role

The Royal Theatre in London's West End will soon become one of the capital's most modern, multi-purpose theatres, according to its new leaseholders.

The Stoll Moss theatre group yesterday acquired a long-term leasehold for the Royal from Thames Television, bringing the number of West End theatres it controls to 11.

Mr Louis Benjamin, president of Stoll Moss, said the Royal faces an "exciting, high tech future".

He added: "The West End is still depressed and many theatres will have to adapt to a multi-purpose role to survive."

Stoll Moss Theatres expects to spend several hundred thousand pounds on refurbishing the 1,005-seat theatre and reception area, providing a showcase for both traditional shows and gales, as well as conferences.

Mr Benjamin said the theatre has one of the largest areas for receptions and conventions in London.

Built in 1960 on the site of the old Stoll Theatre, which was built late last century, the theatre has been used by Thames to televise many of its shows.

File was barred to bomb detective

A detective investigating the IRA bombing of the Grand Hotel, Brighton, was not allowed to see the Special Branch file on Patrick Magee, the man accused of planting the bomb, the Central Criminal Court was told yesterday.

Det Supt Gordon Stepany, of Scotland Yard's anti-terrorist branch, told the jury on the fifteenth day of the trial that there was a Special Branch file on Mr Magee but that he had not seen it.

Cross-examining him, Mr Richard Ferguson, for Mr Magee, asked: "You are the officer in charge. Are you saying you have not checked the Special Branch file on this defendant?"

Mr Stepany replied: "I have not. I would not be allowed to look at it because I am not positively vetted and I am not a member of the Special Branch."

Mr Ferguson alleged that Mr Magee's prints had been planted on a Grand Hotel registration card. Mr Stepany denied the allegation.

Mr Ferguson said: "I suggest Magee's face fitted and, once his face fitted a decision was made that he was the man you could blame for the Brighton bombing."

Mr Stepany replied: "Not to my knowledge. He also de-

nied that, before his arrival on the case, some of his colleagues had decided to "put Magee in the frame" for the Brighton attack.

The explosion occurred on October 12, 1984, killing five people at the Conservative Party conference, and Mr Stepany said that in the same month police believed that Mr Magee, aged 34, could have been responsible.

The jury was told that Mr Magee was wanted for IRA bombings in the south of England in 1978 and 1979 and an attempt to extradite him from The Netherlands had failed.

Mr Stepany, cross-examined by Mr Ferguson, said that when he joined the anti-terrorist branch 15 months ago he would have been briefed about IRA suspects.

He confirmed that Mr Magee had three convictions as a juvenile.

Mr Magee is accused of planting the time-delay device at the Grand Hotel a month before the conference, causing the explosion and murdering the five people who died.

With four others he is also accused of plotting a "bomb-day" series of 16 attacks in London and coastal resorts last summer. All plead not guilty.

Data Protection Act

MPs confused over registration rules

By Anthony Bevins and Amanda Haigh

Public confusion over the application of the Data Protection Act is shared by the MPs who helped to put the new computer law on the statute book in 1984.

The office of the Data Protection Registrar, based at Wilmslow, Cheshire, said yesterday that 130,000 applications had so far been received from companies, institutions and individuals who maintained personal computer files.

But it has been estimated that between 170,000 and 870,000 other computer users could be in breach of the registration requirements which came into effect on 11 May - with the potential risk

of unlimited fines.

It is understood that a number of MPs who maintain computer files on constituency case work - including names and addresses of constituents and problems to solve - have failed to apply for registration and are therefore in breach of the law.

One of the areas of confusion is the responsibility of central party headquarters to make a block registration. The registrar's office said that because the Social Democratic Party maintained central control over computer files for membership, campaigning and fund raising, it had been allowed central registration.

He added, however, that

this registration would not cover computer files maintained by SDP MPs on their constituents.

Nevertheless, Mr John Cartwright, SDP MP for Woolwich, told *The Times* that he had been advised that he was not required to register although he ran a computer and word processor on which he kept the names of constituents who needed to be kept informed of developments on specific issues.

The registrar's office said that only people who maintained personal, family and household data were excluded from the provisions of the Act and that MPs would have to register if they kept constitu-

ency case files on computer.

The Commons confusion also applied to word processors. Mr Graham Bright, Conservative MP for Luton South, said he had registered before the May 11 deadline, but added: "We are very much borderline because word processors do not apply." That is not so, according to the registrar's office.

Mr Bright was one of the first MPs to get a computer because of his Bill on video nasties. He said of the registration process: "I just hope we have got it right. I voted for the Act. The basic requirements came from Europe and I support the basic principle of the Act."

Other Conservative MPs who registered before the deadline included Mr John Hunt, Ravensbourne; Mrs Elaine Kellen-Bowman, Lancaster; Mr Ivan Lawrence, Burton; Mr John Lee, Pendle; Mr Michael Lord, Suffolk Central; and Mr Nicholas Lyell, Mid Bedfordshire.

Mr Lawrence's constituency party uses the computer data for Tory membership and renewals and not for case work and Mr Lord records minor details such as "constituency birthdays and so on".

Because Conservative Party associations have greater computer autonomy than their SDP counterparts, they are not covered by central party registration.

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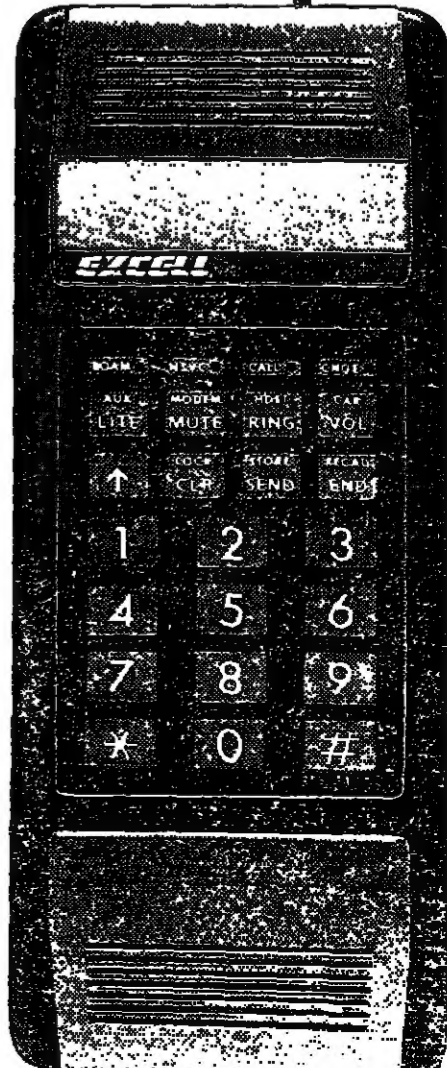
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Head teachers' annual conference

Parents are blamed for children who start school unable to speak

By Lucy Hodges, Education Correspondent

Some children can hardly speak when they start school because their parents do not talk to them at home, the president of the National Association of Head Teachers said yesterday.

There were children in infant classes with a total lack of experience needed for language development. They had had no stories, no nursery rhymes, no physical contact with adults, and no cultural background, Mrs Jeanne Leake told delegates on the first day of the conference in Cardiff.

"Children are aggressive because they have been isolated and had no social training,

unable to play because their constructive skills, which should be there by the age of three-and-a-half, are still dormant," she said.

"There are children who have no manual dexterity, some never having seen a pair of scissors, and who have yet to decide whether they are right or left-handed."

Mrs Leake proposed that the Government fund a scheme to pay one parent to stay at home during their child's formative years. Motherhood was an honourable status and one to which the country gave scant regard, she said.

Parental responsibility for their own children must be top priority, she added. "Far too often children are left abandoned to their own devices in homes both affluent and poor. Neglected children soon find themselves in trouble and the social worker becomes the prop without whom the family would collapse."

The early years were crucial to a child's development, she said, and the influence of a secure home was of the utmost importance. During the first three years of life a child was supposed to have acquired 75 per cent of all its learning.

But long-term unemployment had led to the break-up of marriages, she said. "Even where a child has both parents, boredom and bad management or lack of money often results in battered children, battered wives or battered husbands."

"The ease of obtaining divorces and re-marriages contribute to children being at risk."

Good family relationships were essential to the well-being of children, she said, and the failure of adults to establish lasting relationships must have a backlash on children.

Mrs Leake, head of Four Dwellings Junior School in Birmingham, called for heads to be given the same respect for their professionalism as doctors. No one told the surgeon where to put the knife, or questioned his diagnosis, so why should teachers not be accorded the same respect for their knowledge and expertise? she asked.

She said the teachers' pay dispute had left many schools as sterile institutions without games, choirs, drama, chess, dance or sport.

The Government's education policies were a matter of grave concern. "It would appear that their one wish would be to have central control on all educational issues, curriculum, examinations, levels of staffing, funding, and teacher training, with education taken out of the control of local education authorities." She criticized the Government's use of industrial management technique in education, their belief that competition would produce the best, and their ideas for direct grant and crown schools.

No confidence in government policy

By our Education Correspondent

Head teachers yesterday demonstrated their opposition to the Government's education policies with a unanimous vote of no confidence at their annual conference in Cardiff.

The 530 delegates at the National Association of Head Teachers conference all voted in support of the motion of no confidence in the Government.

The speakers condemned Sir Keith Joseph, the former Secretary of State for Education and Science, for the legacy he had left to the education service.

Moving the motion, Mr John Wootton, head of Liscard Primary School in Merseyside, said that reforms such as the new GCSE examination and the ideas in the White Paper, *Better Schools*, had to be paid for.

"The Government has got to be honest with itself," he said. "If it wants best steak and trimmings then it cannot go on providing sausages and baked beans."

The state of the country's schools was a national disgrace as evidenced by the school inspectors' (HMI) annual survey, he said. To applause and laughter, he added: "The only growth area among school equipment suppliers has been in the manufacture of sellotape."

Like other speakers he put his hopes in Mr Kenneth

Baker, the new Secretary of State for Education and Science.

An amendment criticizing the Government's management of education rather than its education policies was heavily defeated after a strong speech from Mr Frank Mills, a member of the executive.

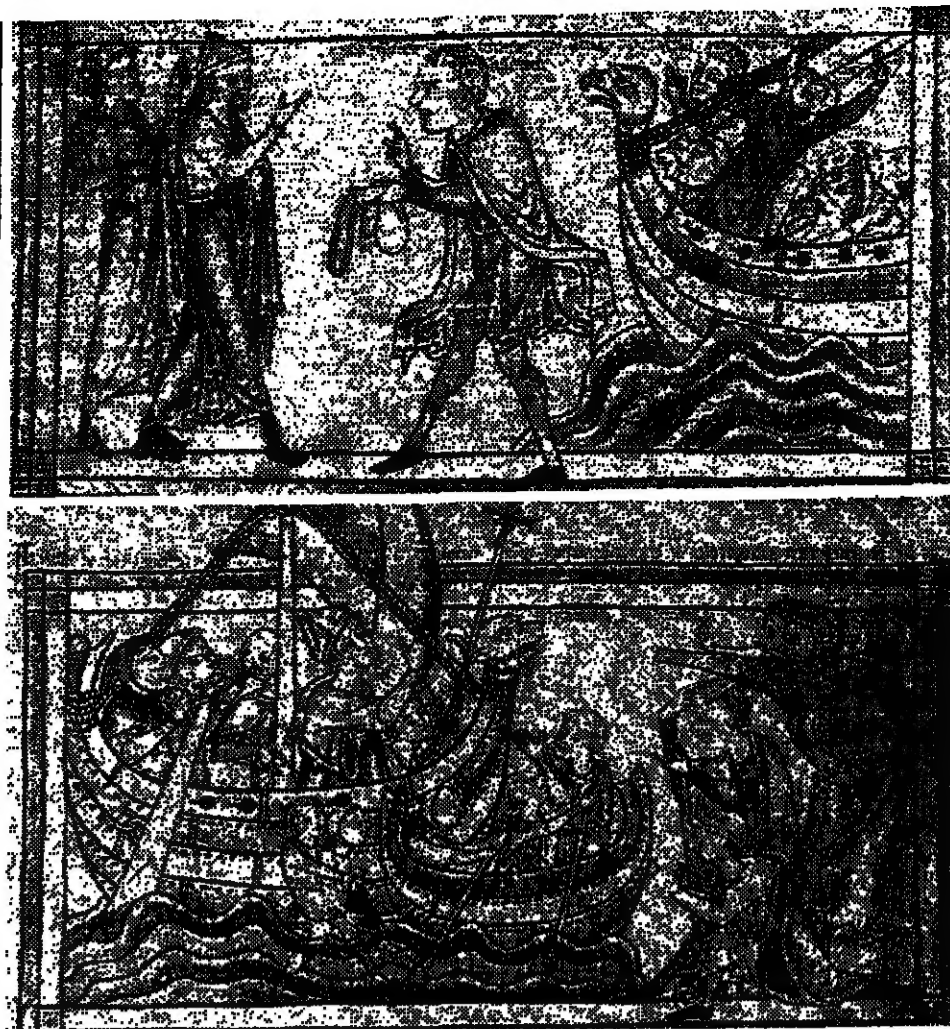
He said that he understood the policies of the Government, but he did not like them.

There were two things that overshadowed everything else, he said, the deliberate policy of underfunding and the encouragement of the independent sector at the expense of state education.

"If the country is hard up, it is even more important that we invest in quality," he said.

Mr Mills said that the Government's policy on independent schooling might lead to every school becoming a school which offered assisted places. "We must not shrink from pressing the Government to discharge its responsibility to children in the state sector. We should not be providing the education service that monetarists can afford, but we should afford the education service that the people of this country need and deserve."

Mr Stephen Gill, head of Barton Clough primary school in Trafford, called on government ministers to restore public confidence in education.



The illustrations above are from the surviving pages of a thirteenth-century manuscript telling of the life and death of St Thomas Becket, the Archbishop murdered in Canterbury Cathedral in 1170. The pages are to be auctioned at Sotheby's in London on June 24 and are expected to fetch at least £200,000 to £300,000.

The coloured pictures, on vellum, show Becket about to leave France, where he was in exile, but being warned not to go by an agent of the Count of Boulogne, and show him arriving at Sandwich.

The story, in Anglo-Norman verse, is believed to be the work of Matthew Paris, a monk at St Albans Abbey who wrote lives of four other English saints. The manuscript, dating from 1230-40, was banned from England by Henry VIII in 1538, along with all other works about Becket.

Kasparov attacks the chess 'Mafia'

By Raymond Keene, Chess Correspondent

Gary Kasparov, the world champion, has lashed out again at World Chess Federation officials, describing them as "an international chess Mafia".

The Soviet champion, aged 23, maintained his reputation for outspoken comment at a press conference after his Goldmark Books simultaneous display against the England Youth Team on Tuesday.

Kasparov added: "It is only in England where all chess officials and grandmasters are free of this."

Kasparov's score of 11 wins, 6 draws, 3 losses narrowly bettered that of his archrival, the former champion Anatoly Karpov, who scored 9 wins, 8 draws, 3 losses against similar opposition two years ago.

Kasparov's quickest loss came against Philip Morris, aged 18.

White-Kasparov Black-Morris

1-25	26-50	51-75	76-100	101-125	126-150	151-175	176-200	201-225	226-250	251-275	276-300	301-325	326-350	351-375	376-400	401-425	426-450	451-475	476-500	501-525	526-550	551-575	576-600	601-625	626-650	651-675	676-700	701-725	726-750	751-775	776-800	801-825	826-850	851-875	876-900	901-925	926-950	951-975	976-1000
1-25	26-50	51-75	76-100	101-125	126-150	151-175	176-200	201-225	226-250	251-275	276-300	301-325	326-350	351-375	376-400	401-425	426-450	451-475	476-500	501-525	526-550	551-575	576-600	601-625	626-650	651-675	676-700	701-725	726-750	751-775	776-800	801-825	826-850	851-875	876-900	901-925	926-950	951-975	976-1000

COMMENTARY



Geoffrey Smith

Mrs Thatcher has been hinting that she may not call the next general election before July 1988. This would be very dangerous, according to the conventional wisdom.

A Prime Minister who allows a Parliament to run its full term becomes boxed in. There is no room for manoeuvre if disasters occur, such as James Callaghan's winter of discontent in 1978-79. But how much of a risk will Mrs Thatcher in fact be running if she does decide to wait until the last legal moment?

Three Prime Ministers since the Second World War have hung on for just about as long as they could. Attlee waited to go to the polls until February 1950, just a few months before his time ran out. Sir Alec Douglas-Home went the full distance in 1964, and Mr Callaghan resisted pressures for an election until his hand was forced in 1979.

Only Mr Callaghan lost ground through his caution, and it is on his example that today's conventional wisdom is based. But Mr Callaghan did not merely delay. He gave every impression of dithering.

The Lib-Lab pact came to an end in the summer of 1978 and he allowed a general election to build up. At the TUC in September he was strangely playful. After giving what was described as a somewhat tense rendering of the old music hall song "There is a Waiting at the Church", he went on to say: "I have promised nobody that I shall be at the altar in October."

Consternation at anti-climax

But it was widely assumed that he would be. The trade union leaders were raring to go. On the day of the announcement that there would be no autumn election Mr Ross Haywood, the Labour Party general secretary, had his staff around him in his office at Transport House awaiting their marching orders from the Prime Minister on television.

There was consternation at the anti-climax. Mr Callaghan may have fooled his opponents, but he had also dismayed his supporters.

He had already undermined confidence even before he was struck by the winter of discontent and then by the Scottish and Welsh referendums on devolution. So the Callaghan example illustrates more than the dangers of waiting.

Attlee also allowed a pre-election atmosphere to develop with mounting intensity for nearly two years before going to the country in February 1950. He may perhaps have lost through that, but he certainly did not lose ground through waiting.

In both October and November 1949 Gallup put the Conservatives nine points ahead. That narrowed to seven points in December, and two months later Labour scraped home with an overall majority of six seats.

Something may always turn up

But the most relevant example for Mrs Thatcher was surely provided by Sir Alec Douglas-Home. When he became Prime Minister in October 1963 Gallup put Labour 11 points ahead. That clearly precluded an immediate election. It was possible for that Parliament to run for another year, so the effective choice lay between June and October 1964.

But Sir Alec records in his autobiography that he was warned by the party chairman, Lord Blakenham, that the Conservatives were likely to lose by 60 to 70 seats in June. So Sir Alec announced early in April that the Parliament would run its full course.

With uncertainty removed, he went on to lose the election only very narrowly - Labour having an overall majority of no more than five seats. It was defeat, but a remarkable recovery. Had he gone earlier he would probably not have done so well.

It is worth remembering that Harold Wilson in 1970 and Edward Heath in 1974 both plunged to unexpected defeat by calling an election earlier than necessary.

The lessons for Mrs Thatcher seem to me clear. There is no point in going to the country before she has to unless she sees a clear opportunity for victory. Something may always turn up to help her or damage the opposition.

But it is essential for her to avoid any expectation of an early election building up. The Iron Lady cannot afford to appear to be wobbling on the brink.

The Bar Conference

Divorce 'can lead to big tax saving' Changes in patent laws attacked

By Frances Gibb, Legal Affairs Correspondent

Substantial tax savings can be made when couples divorce by splitting the household's income, Mr Andrew Park, QC, told barristers attending a discussion on family law at the Bar conference in London yesterday.

The figures could be quite dramatic, he said. If a husband's income was £30,000, he could find himself paying £9,660 to the Inland Revenue on his divorce.

But if income was split equally between himself, wife and child, each of the three would be liable only to £2,223 tax, which totalled £6,669.

He added that it would be rare for an equal three-way split to occur in any financial settlement, but it illustrated how "significant" savings could be made.

To achieve the same effect through maintenance payments, the husband would give £10,000 a year to his wife and the same to his child. Each of them would be liable to £2,223 tax, and the husband could set his outgoings of £20,000 for tax deduction purposes against his income, reducing the amount liable to tax to some £2,000 and his tax bill to £2,223.

But Mr Park gave a warning against certain pitfalls which must be avoided if this arrangement was to work. Payments must be annual payments, and they must be by court orders. Voluntary payments were not eligible for tax relief, nor was the recipient liable to pay tax.

"The moral is that if one wants to achieve tax efficiency in the maintenance of a former

wife, make it legally binding in some form; and they must be annual, although they may be paid by more frequent instalments."

A second pitfall was the so-called "deeming provisions" of the tax laws, Mr Park said. These were not likely to create problems for maintenance orders agreed without a court order between the divorcing parties.

But as regards payments to children, they needed to be "watched with some care". Payments had to be worded in such a way that they were not caught by provisions which would make them liable to tax.

Such payments would be caught if they were regarded as "settlements": that had been held by the courts to include sums of money paid for a child "in trust" or "for" the maintenance of a child.

The golden rule, Mr Park said, was to word the court order so that the father, for example, was paying the money "to" the child and not "for" it. He also said that such orders should be obtained at an early stage. There had been a recent test case which seemed to say that maintenance orders made retrospectively would not incur the benefit of tax relief, although that was likely to go to the House of Lords.

On capital gains tax, Mr Park said that generally this should not present problems in divorce settlements. Money was not counted as an asset and therefore lump sum payments were not liable. The disposal of the matrimonial home, too, would usually be tax exempt.

Two senior barristers yesterday attacked proposed changes to be made to the laws of copyright and patent.

Mr Robin Jacob, QC, and Mr Hugh Laddie, QC, said urgent changes needed to be made to the existing laws, but that government proposals fell short of the needed reforms and in some instances made matters worse.

In dealing with copyright law, Mr Laddie told the last day of the Bar Conference that the White Paper, *Intellectual Property and Innovation*, created problems in its attempt to cure existing ones.

He said proposed changes would mean that a levy would be imposed on blank tapes to protect the music industry, but that no equivalent was mentioned for blank video tapes.

He cited other discrepancies in design protection, where he explained that the designer of a teapot, for instance, would enjoy 25-year copyright protection, but the inventors of a new pharmaceutical or electronic product would be protected for only 20 years.

He believed that new legislation would also result in less sophisticated and long-term research and development projects.

Because manufacturers would enjoy only a five or 10-year monopoly on a new design, he predicted a boom in the poorly made trivial items with short life-spans, and a decline at the more sophisticated end of the market.

Mr Laddie concluded by saying that there was no suggested legislation to curb

copyright pirates and forecast increasing confusion in industry that would in turn probably generate more litigation.

For his part, Mr Jacob launched an equally damning attack on the White Paper and its proposed reforms for the laws of patent.

The paper suggests transferring patent litigation from the High Court to the Patent Office, which would become a quango, to cut down on time and costs now incurred in the courts.

But Mr Jacob was adamant that the reforms would not reduce costs, time or effort in patent action, and predicted that the new laws would be "harmful".

"Civil Servants, who are well experienced in matters of patent, have little knowledge of legal and commercial matters and I don't know how they would cope," Mr Jacob said.

He predicted that international companies, which now fight patent cases in British courts, would go elsewhere and said the new legislation could open loopholes to the "villains of the industry".

The reformed Patent Office would also be expected to pay for itself, and Mr Jacob asked how savings could be made.

"I doubt if it can operate more cheaply than the High Court and a better and faster result is doubtful," he said.

Mr Jacob noted that the laws governing patent were a century old and needed immediate reform, but the projected changes were poorly thought out and unsatisfactory.

Social security trap

Waiting list to quit hospital

By Nicholas Timmins, Social Services Correspondent

Cuts in the amounts paid by social security to put elderly people in private residential or nursing homes have created a waiting list of people trying to leave hospital but who cannot afford nursing home care, according to a study published yesterday.

Some cases are costing the taxpayer many thousands of pounds a year extra because the cost of hospital beds is higher than that of nursing or residential homes, according to Counsel and Care for the Elderly, a charity that helps people find accommodation in homes.

In one case, the State is paying £33,000 a year to keep a physically handicapped man, aged 67, in the South Western Hospital in London where he is blocking a bed that could be used for other patients.

James suffered a stroke when he was 65 that has left him incontinent, in a wheelchair and with speech difficulties. Under social security rules, he is classed as "elderly" and entitled only to £170 a week towards a private or voluntary nursing home place.

But according to Dr James Marigold, consultant physician at St Thomas's Hospital, his family can only find a place at a cost of about £200 a week and cannot afford to make up the difference.

"If he had had his stroke a few months earlier, before he was 65, he would be classed as physically disabled and would qualify for £230 a week and could afford to move into a home. It is just discrimina-

tory. The estimated cost of keeping him in hospital where he has been for two years is £33,000 a year. The cost of a nursing home place at £220 a week would be £22,000. So we are talking about an extra cost to the State of about £10,000 a year to keep him where he is."

The situation was described yesterday as "economic nonsense" by Roz Rawlins, of Counsel and Care for the Elderly. "The drastic reductions in social security benefits

in April 1985 mean there are now many elderly people who cannot leave hospital because they are unable to afford nursing home care. They are adding to NHS waiting lists by blocking beds."

The charity followed up the cases of 100 elderly people who consulted it last year, 56 of whom were in hospital. A year later, 21 were still there when only three of them, according to doctors and social workers, needed hospital care.

Rise in health budget a fantasy, says Labour

By Sheila Gunn, Political Staff

The Government's claim that health spending had risen by 23 per cent was "a fantasy picture", Mr Michael Meacher, shadow Social Services Secretary, told hospital consultants last night.

The so-called increased spending had now petered out, he added, and this year would result in a cut which no amount of "efficiency savings" or getting value for money could get round.

The Government's policies had led to a National Health Service widely recognized to be on the verge of breakdown.

Speaking at the Middlesex Hospital, London, he called for a shift of emphasis from treatment to prevention of illness. A Labour government would promote health with engineering technology used only as a last resort.

Mr Meacher criticized the appointment of health authority members by the Secretary of State for Social Services. This system, he said, had been used ruthlessly to establish an in-built Conservative majority in favour of cuts and privatization.

The Government's spending figures did not take account of higher inflation in the medical world, expensive new medical techniques, more old people needing treatment or the doctors' increased workload.

He said a Labour government was committed to a 3 per cent real growth in health spending with the money coming from shorter queue, more economic activity and different public spending priorities.

Minister's 'green' strategy

By our Political Staff

Mr William Waldegrave, Minister of State for the Environment, set out yesterday to justify the British approach to conservation when he launched a report, *Conservation and Development: The British Approach*, on the Government's attitude to environmental issues.

"We ignore conservation at our peril," he said, replying to the world conservation strategy, which has urged all governments to evolve policies of "sustainable development" and so help prevent outbreaks of famine and other calamities.

"Concern for living resources," he said, "must not be a bolt-on extra. It must become one of the basic assumptions by which all communities - local, national and international - live."

He set out his approach as recognizing:

the importance of knowledge and a strong science base, coupled with an awareness of our ignorance

the need to involve people, to recognize their interests and aspirations and to obtain their willing co-operation

the need for balance and the avoidance of extremes.

He is planning to speak on conservation and industry at a conference in Ottawa, Canada, next week to review the strategy.

Swimsuit man must face trial

A Briton who spent nearly two weeks in a Spanish jail for wearing transparent swimming trunks was yesterday advised to return to Spain next week so that he can be sentenced formally to a three-month term of imprisonment.

Mr Ralph Appleby, aged 34, of Chellaston Road, Allenton, Derby, said: "I bought the white swim trunks in a chain store in Derby and I had no idea they would become transparent in the water."

Mr Appleby has received a letter from Mr Tim Eggar, Parliamentary Under-Secretary of State in the Foreign Office, which said: "Mr Appleby's lawyer has just advised the Consulate that the public prosecutor is asking for a sentence of three months, plus a fine of 30,000 pesetas (£140)."

"According to the lawyer, even if Mr Appleby were to be found guilty, he would not actually have to serve a term of imprisonment. If Mr Appleby does not appear for the trial, he would lose his bail money and would probably be in contempt of court, with a consequent risk of imprisonment should he return to Spain in the next five years."

Mr Geoffrey Hoon, the Derbyshire Euro MP to whom Mr Appleby has appealed for help, said he had written to the Foreign Office asking whether it was absolutely necessary for Mr Appleby to attend the trial.

Widows regret sale of home

By Patricia Clough

Most widows who sell their homes after their husbands die later regret doing so, according to the *Survival Guide for Widows*.

"People who say to the newly-bereaved, 'You won't want to go on living here with all those memories', don't, literally, know what they are talking about," the book, published jointly by Age Concern England and Cruse, the national association for widows and their children, said.

It said 550 wives became widows in Britain daily, compared with 245 husbands who become widowers. Widowhood is the most common single personal catastrophe, befalling one in eight women, and left many unprepared to tackle practical problems.

Many widows were panicked into moving into a smaller home. "Memories and possessions should not be discarded too rapidly or readily," it said.

The 119-page guide contains advice on health and coping with the deceased's estate, finances and bureaucracy, and how to seek widows' benefits. It also lists organizations and publications which can be of help.

Survival Guide for Widows (Marketing Department (PR 23), Age Concern England, 60 Piccadilly Road, Micham, Surrey, CR4 3LE, £3.50 incl p&p, or leading booksellers).

Rider killed practising for TT race

A rider was killed yesterday on the Isle of Man TT motorcycle course while practising for a weekend race which would have marked his international debut.

Ian Ogden, aged 27, a Civil Servant, of Ballasalla, Isle of Man, died when his 500cc Suzuki crashed on one of the fastest stretches.

He was practising for the main race of TT week, the senior event on Friday, June 6.

Mr Ogden, who won the 500cc newcomers class of the ninth grand prix - the "Amateurs TT" - in 1982, decided this year to "move up" to the TT meeting. He is the 137th rider to die on the circuit.

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Taj International Hotels

UN meeting sees investment as key to Africa's future

From Zoriana Pysariwsky
New York

Mr George Shultz, the US Secretary of State, yesterday championed private enterprise as the key to Africa's salvation.

He was speaking to an unprecedented session of the United Nations General Assembly seeking to initiate a turnaround in Africa's economic misfortune.

He said that the orthodoxies of state-directed development were discredited, and that the resolution of Africa's massive famine and other economic problems lay instead in the liberation of its peoples from policies that had stifled innovation and individual initiative.

American assistance, he said, would be geared to encouraging the opening of private marketing channels in Africa.

Mr Shultz predicted that the special session would mark an historic turning point by promoting bold economic policies. Expressing an American desire to be a partner in this change, he outlined a broad five-point programme.

It included shifting assistance from the public to private sectors, creating an environment of confidence for foreign investors, liberalizing trade, focusing on increased multilateral lending from the

World Bank and the International Monetary Fund, and pouring resources into research towards a "green revolution" that has come about in Asia but has eluded Africa.

The massive food aid provided by the US and other countries to Africa's famine-stricken areas could be viewed only as a stopgap measure.

In his emphasis on Africa's need to provide incentives to its farmers and to increase self-reliance, he struck on the theme of the special session in which African representatives have taken pains to focus on agricultural development and to play down industrialization and urbanization.

President Abdou Diouf of Senegal, who is the current chairman of the Organization

of African Unity (OAU), opened the debate by calling the session an act of faith on the part of Africa to be willing to take control of its own destiny.

He asked industrial nations for at least \$80 billion (\$53.2 million), or double the current level, in new aid and debt relief as a "complementary financial contribution to Africa's own mobilization of internal resources".

But Mr Shultz's unwillingness to commit the US to specific amounts of assistance and debt relief is certain to disappoint African representatives. They are likely to leave the week-long session with little more than words of encouragement from the main donors.

The exceptions so far have been Canada, which declared an initial five-year moratorium on repayment of loans; Denmark, which announced a proposal submitted to its Parliament for the cancellation of all outstanding Official Development Assistance debts held by Tanzania; and The Netherlands, which decided to cancel over five years an estimated \$80 million of debt service on ODA loans for the African low-income countries willing to commit themselves to more stringent adjustment policies.

France said that it was opposed to any cancellation of

debts and could not accept the OAU figures of \$80 billion of additional assistance. M Michel Aurillac, the French Minister of Co-operation, said that the session was an opportunity to agree on medium-term and long-term strategies for African nations to move toward a decentralization of their economies.

But he did not rule out the possibility of rescheduling debt payments.

Throughout the first day of debate there was an extraordinary admission on the part of African countries that their economic woes were not just a colonial legacy but were the result of misguided policies.

"We in Africa are fully aware that the task of structural transformation will require, on our part, a radical change in development priority," Mr Bolejo Akinyemi, the Nigerian Foreign Minister, said.

The Soviet Union managed to run against the mainstream of the debate by being the only country to speak in favour of greater industrialization of Africa and of strengthening the role of the public sector.

Mr Yuri Vorontsov, the deputy Soviet Foreign Minister, said that Western calls for opening African economies to market forces were a Western ploy to regain dominance over the African continent.

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Deposed general 'in Thai coup bid'

From Neil Kelly
Bangkok

The dismissed Commander-in-Chief of the Thai army was suspected of "hatching a plot" to remove the Prime Minister from office, government officials said yesterday.

Outwardly the station following the dismissal of General Arthit Kamlang-ek on Tuesday is still calm, but tension and uncertainty are apparent in government, political and military circles.

For the third day the Prime Minister, General Prem Tinsulanonda, remained behind tight army security at his residence in Korat, 160 miles north-east of Bangkok.

People on the spot say that his house resembles a place under siege, with two helicopters on standby in front, communications tents, extra lighting and patrol units on the move at all times.

General Prem is said to have a cold, but from time to time he comes outside to greet well-wishers and has been giving them T-shirts bearing his signature.

In Bangkok, General Arthit has been denying allegations that he made changes recently in the positions of numerous army officers in order to move army support in his own favour, and that he had failed to begin the transfer of his own duties because of his retirement in August.

There has been almost no comment from political leaders, who perhaps believe that caution is wise in an uncertain situation.

The most outspoken remarks have come from Mr Trainong Suwanakhiri, the government chief spokesman, who has implied that General Arthit misused the army's secret funds. The accusation is denied vehemently by the army's chief spokesman and by General Arthit himself.

China and Japan in trade talks

From A Correspondent
Peking

Working groups headed by the presidents of China's 10 national import and export corporations began talks yesterday in Peking with Japanese trade officials and business leaders on how to cut the huge trade deficit with Japan.

The deficit grew from \$2 billion (£1.3 billion) in 1984 to \$5.2 billion last year. Chinese officials say that this year's deficit will be at least \$3 billion.

On Tuesday the largest Japanese trade delegation ever to visit China, comprising 163 members, arrived in Peking to begin discussions on the deficit.

Mr Deng Xiaoping, the Chinese leader, and the Prime Minister, Mr Zhao Ziyang, have repeatedly voiced their concern about the large deficit.

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Swazi King abolishes rival body

From Michael Hornsby
Johannesburg

King Mswati III of Swaziland yesterday dissolved the Likoqo, the council of elders which for three years after the death in 1982 of his father, King Sobhuza II, was the most powerful body in the small kingdom.

The downgrading of the Likoqo began in October when its two most powerful members, Prince Mafanisi Dlamini, a nephew of the late king, and Mr George Mshibi, a commoner, were dismissed by Queen Ntombi, the mother of King Mswati, who was then still Queen Regent.

At that time the word "supreme" was dropped from the Likoqo's English title (Supreme Council of State), in an indication of its diminished role.

Its dissolution is seen as reinforcing the authority of the new King and his immediate family over other factions of the far-flung royal Dlamini clan.

Prince Mafanisi was sentenced yesterday by the Swaziland High Court to an effective seven years in prison after having been convicted on two charges of defeating or attempting to defeat the ends of justice.

A former Commissioner of Police, Mr Majaji Simelane, was sentenced to five years on the same charges.

The two were accused of having tried to influence witnesses and to fabricate evidence designed to ensure the continued detention of a former finance minister, Mr Sishayi Nxumalo, and four former police and army commanders. Before his detention, Mr Nxumalo had threatened to expose corruption among Likoqo members.

The Likoqo was set up by the late King to act as an advisory body to Queen Dzeliwe, his most senior wife, whom he had chosen to fill the role of Regent after his death. Within a year, however, the Likoqo had deposed Queen Dzeliwe and arrogated all power to itself.

Queen Ntombi replaced Queen Dzeliwe and was thought at first to be little more than a figurehead for the Likoqo. Last year, however, she turned the tables on Prince Mafanisi and reasserted the position of the monarch.

Marcos group accused over weapons sales

From Keith Dalton
Manila

Six munition companies owned by military friends and relatives of the deposed president Ferdinand Marcos won multi-million dollar deals with the Philippines' armed forces through dubious sales contracts, military officials said yesterday.

Three months after the overthrow of Mr Marcos, who is in exile in Hawaii, these companies retain a monopoly on military supplies to the armed forces.

An official of the armed forces Anti-Graft and Corrupt Practices Board said that the six companies had conspired with military officials by dictating the demand for munitions through forged purchase invoices and won massive profits without public bidding through inflated sale costs.

He said that the newly-formed board had uncovered "just the tip of the iceberg" of a lucrative scheme involving cronies of Mr Marcos and General Fabian Ver, his former military Chief of Staff.

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Inquiry sought on Crossroads deaths

From Michael Hornsby
Johannesburg

The Opposition in the House of Assembly, the white chamber of the South African Parliament, has called for a judicial inquiry into the role of the police and the army in last week's fighting in the Crossroads squatter camp outside Cape Town.

Referring to widespread allegations that the police had been "active combatants involved in shack-burning and worse", Mr Ken Andrew, the Progressive Federal Party's spokesman on black affairs, said that the Speaker's refusal on Tuesday to allow a special debate on the matter was deeply regrettable.

The fighting left 42 people dead and more than 20,000 homeless.

Mr Andrew also criticised the Government for having refused to allow any of the refugees from the part of Crossroads devastated during the fighting to return there after it has been redeveloped as a black residential area for a smaller number of people.

If the refugees were moved elsewhere against their will (the Government wants to resettle them at Khayelitsha, some 15 miles south-east of Cape Town), it would look

like a "1986-style forced removal with the 'Widowmaker' doing the Government's dirty work", Mr Andrew said.

The "Widowmaker" (White Handkerchiefs), so called from the identifying cloths worn around their arms, are members of a conservative black vigilante group which did most of the shack-burning last week in an area that had fallen under the control of politically radical youths belonging to the United Democratic Front.

Meanwhile, five people died in continuing violence elsewhere in the country during Tuesday night.

In Johannesburg yesterday, about 20 "concerned South African women of all races" delivered a statement to the British Consulate-General deploring Britain's "weak response" to the recent South African raids on alleged African National Congress (ANC) bases in neighbouring countries.

Six women, led by Mrs Albertina Sisulu, the wife of Mr Walter Sisulu, an imprisoned ANC leader, were received by Mr Roy Reeve, the deputy consul, who agreed to pass on their protest.

Lagos campus closed

Lagos (Reuters) - The Nigerian authorities, facing a wave of nationwide campus unrest, ordered the closure yesterday of the University of Lagos as students confronted police across the campus gates.

Its closure brought to nine the number of universities shut down in recent days amid growing college unrest after

the death of several students in clashes with police at the Ahmadu Bello University at Zaria, in the north of the country, last Friday.

Press reports of 20 or more dead were not denied by the central authorities. But the regional police commissioner, Mr Nubun Aliyu, said that four had died and 10 were injured.

Secrecy likely on bus hijack deaths

Zamir demands inquiry into Shin Bet

From Ian Murray
Jerusalem

A secret commission of inquiry is likely to be set up to investigate allegations that the head of Shin Bet, Israel's counter-intelligence agency, ordered the murder of two Palestinians after a bus hijack

'Biased' history for school

From David Watts
Tokyo

The Japanese Education Ministry has approved a new high-school history textbook prepared by a nationalist conservative group. The controversial book, which is written by the National Council to Defend Japan, was the subject of two screening sessions at the ministry before approval.

It is understood that some 800 points were marked for revision but that only cosmetic changes were made in the final version, which glosses over the facts of Japanese aggression in Asia during the Second World War.

The book does not use the terms aggression or invasion, and its authors maintain that the facts about the rape of Nanking in 1937, in which an estimated 142,000 died, are still a matter for debate.

Critics of the book say that it glorifies imperialist activities during the War and gives a biased view of Japan's role.

The Council to Defend Japan advocates revision of the constitution and strengthening of the emperor system. Its members argue that post-war Japan has been dominated by leftist thinking and a US-imposed constitution.

The content of Japanese textbooks remains a touchy point with neighbouring Asian countries.

The Tokyo High Court in March rejected a 12-year-old appeal against the power of the Ministry of Education to screen the contents of history textbooks in a case brought by a well-known liberal history professor, Mr Saburo Ienaga.

Shimon Peres, and a majority of his inner cabinet strongly oppose a police investigation on the grounds that it could endanger state security.

Legally Mr Zamir has every right to involve the police, and the Government is seeking frantically to prevent it. Mr Peres angrily and successfully fought off four no-confidence motions in the Knesset on Tuesday over the affair.

He has not, however, been able to change Mr Zamir's mind about the need for an investigation into the death of the two men, who were captured after the bus hijack. They died a few hours later in the custody of Shin Bet.

Two commissions of inquiry largely absolved the army, though three of its senior agents were later dismissed. They have since provided the Attorney-General with the basis of the case he means the police to investigate.

Mr Zamir has said that he might be prepared to call off the police in favour of an inquiry commission, but only on two conditions. These are that it is headed by a senior judge, preferably one from the Supreme Court, and that Mr Shalom is suspended while the inquiry continues.

The suspension demand is being resisted by the Government on the grounds that it would weaken state security.

The Attorney-General is showing few signs of wanting to compromise, even though he and his family now have security guards as a result of anonymous death threats.

TEL AVIV: Two Palestinian teenagers from the occupied West Bank were sentenced to life imprisonment yesterday for killing two Jewish teachers in an attack that touched off anti-Arab riots last year (Reuters reports).

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Curious passers-by watching technicians digging from the sand of the Sangette beach near Dunkirk as RAF Spitfire shot down in 1940. M André Dupuy, near the Spitfire's engine (foreground), remembers having seen the pilot taking refuge in a farmhouse.

Mitterrand fails to criticise Chirac's curbs on terrorism

From Diana Geddes, Paris

Measures to help the French Government to crack down on crime and terrorism were approved by the Cabinet yesterday. President Mitterrand, who had been expected to protest against the suspected infringement of individual liberties involved in some of the measures, decided to withhold all comment.

Among the measures are the setting-up of special courts in Paris, sitting without juries, to try terrorist crimes; police detention of suspects for up to four days before charges must be laid; and reduced sentences for terrorists who denounce colleagues.

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**Income Bonds
Indexed-Income Bonds
and Deposit Bonds**

NOTICE OF CHANGES

MAXIMUM LIMITS

Beginning on 30 May 1986 the maximum holding limits for National Savings Income Bonds, Indexed-Income Bonds and Deposit Bonds will be changed from £50,000 to £100,000.

INTEREST RATES

Beginning on 11 July 1986 the rate of interest payable on Income Bonds and Deposit Bonds will be changed from 12% to 11.25% p.a.

Issued by the Department for National Savings on behalf of HM Treasury.

Kinnock dismisses any move by India to leave or split Commonwealth

From Michael Hamlyn, Delhi

Mr Neil Kinnock, the leader of the Labour Party who yesterday spent an hour with Mr Rajiv Gandhi, the Indian Prime Minister, has ruled out any possibility that India intended or would even threaten to withdraw from the Commonwealth over Britain's attitude to South Africa.

"Mr Gandhi dismissed the idea that India would lead or support any attempt to break up the Commonwealth or to disrupt it," he said.

He and Mr Gandhi had agreed that if Mrs Thatcher did not support sanctions against the Pretoria regime at the forthcoming Commonwealth summit in August she would be isolated not only within the Commonwealth and in Europe, but also in Britain, he said.

Mr Kinnock and Mr Gandhi discussed the one subject bedevilling Indo-British relations: what the Indians see as British indulgence towards Sikh extremists.

Mr Kinnock said that he had discussed this subject with

the British Government before leaving London, that he would do so again on his return, and that he would bring with him some new ideas for improving relations.

The Labour leader declined to go into detail, but he has so far in his Indian tour refused to accept that there is any need to change British law on the subject, and maintains that the Indians understand that the British should not be expected to do anything outside or on the edge of the law.

Mr Kinnock spoke warmly of his relationship with Mr Gandhi, and described the meeting as very convivial. "We got on very well," he said. "It has something to do with the similarity of our ages and interests, and also that he is a decent bloke."

The two party leaders - Mr Kinnock is here at the invitation of Mr Gandhi's Congress (I) Party - also discussed the possibilities of a Soviet withdrawal from Afghanistan, and according to Mr Kinnock, he has now had evidence, both

from his talk with Mr Gandhi and from other sources, of a substantial desire on the part of the Russians to reduce their presence there.

Earlier in the day Mr Kinnock met several senior Indian media figures, and astonished some of them with his verbal felicity and the unusual directness of his language. "I doubt," said a participant later, "whether the Indian press has heard a visiting British leader use the word 'bloody' quite so often."

Mr Kinnock's colourful turn of phrase included the happy coinage of "jockstrap diplomacy" to describe the currently athletic posture of American foreign policy.

He also told his listeners that Mrs Thatcher would be very likely to lead the Tories into the next election. "The Tories do not have anyone who could take her a glass of whisky and a revolver and ask her to do the decent thing," he said. "She would probably drink the whisky and shoot him."

Leading article, page 11



Mr Neil Kinnock, the Labour Party leader, meeting Mr Rajiv Gandhi, the Indian Prime Minister, in Delhi yesterday, where they discussed South Africa and Sikh extremism.

A kind of peace in Beirut hand-over

From Robert Fisk, Beirut

For the first time in more than a week, there was a kind of peace along the Beirut front line into the early hours of yesterday morning.

It was brought about, if one is to believe the morning papers, by a metamorphosis among the Muslim gunmen who hold the semicircle of ruins across the city, from the suburb of Hadath to the old port.

Mr Nabih Berri and Mr Walid Jumblatt, those twin pillars of the west Beirut militia establishment, had decreed that the Lebanese Army's largely Shia Muslim Sixth Brigade should replace the gunmen of Mr Berri's Amal Movement and Mr Jumblatt's Druze Progressive Socialist Party militia.

In Christian east Beirut, the transition was heralded - and typically misinterpreted - as a sign of Mr Berri's concern that militiamen of the much more extreme Hezbollah (Party of God) are gaining influence among his own Amal followers.

In fact, many Sixth Brigade men are also fervent Amal supporters - and there are

Hezbollah sympathizers within Amal - so the military changes along the old front line were of shoes and uniforms rather than of men.

However transparent the military authority thus imposed, a de facto ceasefire came into being, broken only by some desultory mortar rounds below the mountains and a lone, unexplained shell which landed just after midnight yesterday beside a pharmacy near the Museum, killing three people.

Conscious of the ever-deteriorating security in their sector of the city, Mr Berri and Mr Jumblatt also announced that the American University and its hospital complex near by would be protected in future by a special Army squad.

Whether or not this gives any confidence to the few foreign and Lebanese Christian employees of the University to stay on in west Beirut after the kidnappings and killings of the past three months, Amal's attention has in any case been diverted by the continued fighting around the Palestinian camp at Bourj el-Barajneh.

Picasso work on show

Madrid - Picasso's 1912 painting "Still Life With Dead Birds" and two works by Juan Gris, all leading examples of the Cubist period, have gone on display at the Prado Museum (Richard Wigg writes).

They are part of the bequest made to Spain by Mr Douglas Cooper, the English art critic and friend of both painters, who died in 1984.

New Woolwich Interest Rates

from 1st June 1986

INVESTMENT RATES

NET GROSS EQUIVALENT
paid half yearly for taxpayers at the basic rate of 29%

SHARE ACCOUNTS 5.25% 7.39%

CASHBASE ACCOUNTS 5.75% 8.10%

PRIME ACCOUNTS

\$500-\$4,999 7.25% 10.21%

\$5,000-\$9,999 7.50% 10.56%

\$10,000+ 7.80% 10.99%

CAPITAL ACCOUNTS 7.80% 10.99%

For savers not ordinarily resident in the UK, interest is paid at the gross rate of 10.43%

The rate of interest on all other personal accounts will be decreased by 0.75% from 1st June 1986.

MORTGAGE RATES

11.00% equivalent to 7.81%

The propoganda film depicted Britain as a country of religious decline in which 600 churches had closed in a decade.

It also informed Soviet viewers that it was against the law to issue precise statistics about

Kremlin accused of three violations

By Nicholas Ashford
Diplomatic Correspondent

General Edward Rowley, President's Reagan special arms control adviser, yesterday accused the Soviet Union of undercutting the 1979 Salt 2 agreement in three main areas.

He said the continued testing and deployment of the SS25 intercontinental ballistic missile violated the Salt 2 provision limiting to one the number of new types of ICBM either superpower could deploy. Moscow had previously informed the US that its single new ICBM would be the SSX24.

The fact that the Soviet Union continued to encode messages on the performance of ballistic missiles during testing in a manner which impeded verification was a second violation of the treaty, the general said.

About 90 per cent of these were being encoded compared with only about 5 per cent when the treaty was signed.

General Rowley, who was speaking to journalists at the US Embassy in London, said the Soviet Union had also exceeded the missile and bomber ceilings agreed in the treaty.

In fact Moscow had gone "a significant number over" the total of 2,504 missiles and bombers that were in the Soviet nuclear arsenal at the time the treaty was signed by President Carter and President Brezhnev in 1979.

He said that the Soviet Union had built more than 800 new ICBMs since Presi-

dent Reagan embarked on his massive defence modernization programme in 1981.

He also contended that the construction of a phased-array radar station at Krasnoyarsk in Siberia was a violation of the 1972 Anti-Ballistic Missile Treaty.

General Rowley was explaining President Reagan's announcement on Tuesday that the US would no longer feel itself bound by the Salt 2 restrictions unless Moscow radically altered its behaviour in the next few months.

He said that in future

The second Strategic Arms Limitation Treaty - Salt 2 - was signed by Presidents Carter and Brezhnev at the end of their Vienna summit meeting on June 18, 1979. Although never ratified by the US Senate, both sides pledged not to undercut its provisions as long as the other did likewise.

Its main provisions were:

1. A ceiling of 2,400 strategic missiles and bombers for both sides to be reached within six months of the treaty coming into force, and a further reduction to 2,250 in 1981.

2. Within this ceiling, no more than 1,320 strategic missiles or bombers to be equipped with multiple warheads or cruise missiles; of those, no more than 1,200 land-based, sea-based or air-to-surface ballistic missiles to have multiple warheads; and of those land-based intercontinental ballistic missiles (ICBMs), no more than 820 to have multiple warheads.

3. The Soviet Union to dismantle 270 missiles to reach the 2,250 ceiling.

4. The Soviet Union to stop production and deployment of the SS16 missile.

5. Both sides permitted to build and deploy a single new type of ICBM.

6. No more than 10 warheads on the new ICBM, and no more than 14 warheads on submarine-launched ballistic missiles.

7. The 1972 Anti-Ballistic Missile Treaty to remain in force.

8. Temporary constraints on mobile ICBMs and cruise missiles.

9. Compliance to be monitored by satellites and other "national" means.

10. An exchange of letters in which the Soviet Union agreed not to increase the production rate of Backfire bombers.

President Reagan would consider US strategic needs and the threat posed by the Soviet Union in determining the size and composition of the US deterrent force, rather than Salt treaty limits.

General Rowley was head of the US negotiating team at the strategic arms reduction talks in Geneva in 1982 and 1983.

He said he did not believe President Reagan's Salt 2 decision would have a significant impact on Moscow's attitude towards a summit meeting between President Reagan and Mr Mikhail

Gorbachov in the US later this year.

He was convinced that a summit would still take place in Washington, probably in November or December.

If a Reagan-Gorbachov meeting does take place then, it would coincide with the launching of the 131st US B52 bomber equipped with air-launched cruise missiles - the moment when the US would officially go beyond the Salt 2 limits.

General Rowley said he did not believe, in view of Soviet foot-dragging at the current Geneva arms talks, that a new arms reduction treaty would be ready for signing by then.

But he thought a "Vladivostok-style framework" for reducing nuclear weapons might be worked out.

He was referring to the November 1974 Vladivostok Agreement by which President Ford and Leonid Brezhnev agreed on a formula for limiting strategic weapons.

General Rowley acknowledged that Washington's European partners had been disappointed by its decision to break away from Salt 2 later this year unless Soviet violations ended. Britain and other Nato countries had urged continued compliance with Salt 2.

In a speech at Oxford University last night General Rowley accused the Soviet Union of deliberate foot-dragging at the Geneva arms talks, saying that Moscow was "more interested in posturing and appealing to public opinion than in getting down to business".

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Zimbabwe detains church leader

From Jan Raath
Harare

Security authorities here have taken their first action against the Catholic Church with the detention of Mr Nicholas Ndebele, director of the country's only human rights organization, the Catholic Commission for Justice and Peace in Zimbabwe.

Mr Ndebele, aged 32, a former student priest, was arrested a week ago after police searched the city centre offices of the commission. It is understood that his lawyers have been given no reason for his arrest under a 30-day detention order.

In 1983 the commission accused government security forces of having been responsible for a "reign of terror" in the western provinces of Matabeleland, drawing angry condemnation from the Prime Minister, Mr Robert Mugabe.

Since then it has continued to monitor allegations of human rights abuses in Matabeleland, but has toned down its statements.

During the last five years of white rule in Rhodesia, the commission exposed scores of cases of security force brutality against black civilians, and as a result suffered almost constant harassment. The Catholic Church here was also in the forefront of support for Mr Mugabe's guerrillas, to its considerable peril.

Documents confiscated from Mr Ndebele's office have been handed to the High Court after a judge ruled that the police had exceeded the limits of their warrant.

The latest of three court applications for Mr Ndebele's release was made yesterday morning, when, dressed in prison khaki, he was delivered two hours after the deadline of the *habeas corpus* order.

Legal experts regard detention powers under Section 17 of the Emergency Powers Regulations as very nearly impervious to legal attack. Mrs Justice Mavis Gibson suggested it would be academic for Mr Ndebele's lawyers to pursue their action.

The detention orders are signed by Mr Enos Nkomo, Minister of Home Affairs, who earlier this month accused Amnesty International of having recruited and paid anti-government guerrillas to supply the Catholic commission with information.

The court's public gallery yesterday was filled with about 40 Catholic priests, nuns and lay workers, led by Archbishop Patrick Chakapira of Harare.

British citizens were still in police custody in the western city of Bulawayo yesterday, for questioning over the raid into Zimbabwe last week by South African commandos.

The five are among perhaps hundreds of Zimbabweans seized for questioning in the aftermath of the raid.

Balaguer's opponent concedes with grace

Santo Domingo (AFP) -

The Social Democratic presidential candidate, Señor Jacobo Majluta, has conceded that his conservative rival, Señor Joaquín Balaguer, had won the Dominican Republic's long drawn-out election, which took place on May 16.

Señor Majluta yesterday congratulated the near-blind 78-year-old poet on his win.

Señor Balaguer, who has already served four times as president of this Caribbean state, will be sworn in on August 16 in succession to the outgoing President Salvador Jorge Blanco.

Broadcaster in contempt

Sydney - Derryn Hinch, a prominent Melbourne broadcaster, was sentenced to six weeks' imprisonment and a fine of £11,700 in the Supreme Court for contempt of court (Stephen Taylor writes).

He had been found guilty for three broadcasts in which he mentioned the previous convictions of a priest who was facing sex offence charges.

600 escape on second ferry

Dhaka - About 600 people escaped when a second double-decker ferry boat was blown on to a river island about 35 miles from Dhaka on Tuesday (Ahmed Fazl writes).

Most of the passengers were travelling to claim the bodies of relatives killed in the country's worst boat disaster last Sunday, from which 260 bodies have been recovered.

Gadafi claim

Tokyo (Reuters) - Colonel Gadafi has written to a Japanese schoolgirl, telling her that he is not involved in terrorist activities, as President Reagan claims.

Promise kept

Ankara (Reuters) - Turkey's Parliament has approved a law allowing the privatization of state enterprises, which was a key part of the 1983 election platform of the Prime Minister, Mr Turgut Ozal.

Nato at sea

Lisbon (Reuters) - Some 6,000 servicemen from nine Nato countries including Britain have begun the biggest naval and air exercises ever held off the Portuguese coast.

Three reasons

Athens (AP) - The composer Mikis Theodorakis resigned from Parliament on Tuesday because his presence there was "illogical, ineffectual and ornamental", he wrote to the Greek Communist Party.

Rogue husky

Oslo - More than 50 men have been scouring thick forests surrounding the town of Eidskog, near the Sweden-Norway border, for a Siberian husky which has killed 16 sheep.

Córdoba's day

Madrid - King Juan Carlos of Spain inaugurated the 1200th anniversary celebration of Córdoba's mosque-cathedral.

Big bang

Wellington (AP) - France exploded its 81st underground nuclear test in the South Pacific, detonating a device with an explosive yield of 2,000 tons of TNT, scientists said.

Hard sell

Sydney (AP) - An English translation of *Pravda*, looking decidedly staid against the customary Australian papers, went on sale with most of its front page filled with a picture of Lenin.

Cruel dish

Singapore (Reuters) - A Chinese dish which involves frying a live fish while it is still gasping for air has been outlawed by Singapore restaurants after officials found the method cruel.

Australia's industries disrupted as work stops over wage delay

Australian industry was disrupted yesterday when more than 500,000 of its 7,579,000 workers responded to a call for action over delays in the settlement of the national wage case.

The shipping, manufacturing and building industries were affected by the protests, which ranged from extended lunch breaks to all-out stoppages.

The ports of Sydney, Melbourne, Adelaide and Perth

From Stephen Taylor, Sydney

came to a standstill for the day, affecting about 40 vessels. In the states of Victoria and New South Wales, car assembly workers went on strike for 24 hours, while some transport workers and teachers staged temporary stoppages.

Further action was expected today after calls by the mining unions to their 28,000 members for a one-day strike.

Mr Simon Crean, president of the Australian Council of Trade Unions (ACTU), equiv-

alent of the TUC, said that the Confederation of Australian Industry had provoked the action by seeking to mobilize public opinion against the ACTU's national wage claim and to have it removed from the established wage-fixing process.

"We had no alternative. We had to respond," he said.

A claim for a 2.5 per cent wage increase and for a proposed national superannuation scheme, both of which have been accepted by the Federal Government under its accord with the unions, are before the Arbitration Commission.

The commission's wage bench declined to sit yesterday because of the stoppages, but will resume hearings today.

Employers condemned the stoppages, saying that they were damaging the economy at a time when severe underlying problems were exposing a widening balance of payments deficit. The federal Opposition also criticized the action.

There was no official response from the Hawke Government, which has indicated that it will be asking the ACTU at a top-level meeting next week to defer part of the accord package, though not its call for a wage increase.

Job hopes dim for blessed generation

From Our Correspondent, Sydney

There are, as usual, two sides to the story.

One depicts teenagers scanning employment office windows with increasing anxiety and misery until eventually they become resigned to a long wait on the dole. The other shows carefree young people collecting enough benefits to allow them to share a house and spend long sunny days surfing off Bondi beach.

Like most stories, there is a measure of truth in both versions. But whether or not most young Australians want to work — and the available information suggests that they do — the inescapable fact is that unemployment has become chronic among this apparently blessed generation.

Unemployment among the under-20 age group is 22.6 per cent, compared with an overall rate of 7.9 per cent.

The Hawke Government is disturbed by both statistics, but while the national figure is coming down and a 1983 election pledge to create 500,000 new jobs has been more than redeemed, the rate for youth unemployment has just gone up, for the fifth successive month.

In a recent national survey in which 2,000 Australians aged between 18 and 24 were asked the main problem confronting youth, 45 per cent

answered unemployment, 26 per cent said drugs, and 7 per cent said nuclear war.

In a country where wages had been high and work available the 1981/82 recession ended job-hopping, and young Australians leaving school without qualifications since then have been in trouble.

Examination of the malaise has disclosed some of its contributory factors.

For one thing, as recently as a couple of years ago, only 35 per cent of students stayed on for the last year of senior schooling. Though that figure has since increased by about 10 per cent, Australia's school retention rate is still among the lowest of OECD countries.

For another, until recently there was little structured vocational training for the labour market, which, despite its problems, is still full of opportunities.

The ailment is serious enough to have inspired a major Canberra initiative, called Priority One, which emphasizes training and further education.

But after last year's economic growth of 4.5 per cent, which produced more new jobs than anticipated, this year's projection of growth of only 1.6 per cent might actually mean the loss of about 50,000 jobs.

Territorial claims

Honduras and Salvador take dispute to court

From John Carlin, San Salvador

At the Central American summit last weekend a long-standing territorial dispute in the Falklands mould resurfaced. It has been a running sore for 150 years between Honduras and El Salvador, two close allies of the US who refuse to be allies with each other.

In a quiet moment during the summit meeting, Presidents José Napoleón Duarte of El Salvador and José Azcona of Honduras signed a formal agreement to take the dispute to the International Court of Justice at The Hague.

Until then, diplomats had reported that temperatures

of fighting a lengthy case — two or three years, it is now expected — at the World Court. But, as an aide of President Duarte said last week, there was no alternative.

Privately, senior Salvadoran officials are known to feel that arbitration may eventually be necessary.

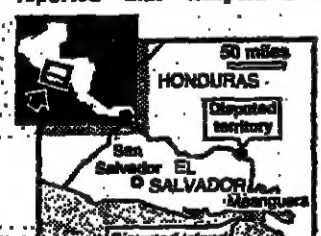
The Hondurans, whose military might today is far less than that of the American-dependent Salvadoreans, lost the so-called "soccer war" in 1969. The war, which lasted only 100 hours, came just two days after El Salvador beat Honduras in a World Cup match, clinching qualification for the following year's final.

The Salvadoran army pushed deep into Honduran territory, carrying out the sort of human rights violations traditionally reserved for its own people. And that, for the Salvadoreans, was that.

But the Honduran army is still smarting from that defeat. To the consternation of the Americans, Honduras insists on seeing El Salvador as at least as much of a threat as Nicaragua, which Washington would like all Central Americans to perceive as their greatest common enemy.

Few local observers were surprised a year ago May when Honduras told the US it would no longer allow American military experts to train Salvadoran soldiers.

The US would be sure to exert great pressure to keep the two sides from fighting. But El Salvador and Honduras — a vastly underpopulated country and the inspiration for the term "banana republic" — have chosen to give great nationalistic weight, in the Argentine manner, to an issue felt by diplomats to have little intrinsic importance.



had been rising fast as political pressure built for national honour to be restored.

Since independence from Spain, both have laid claim to a patch of infertile mountain territory on their common border and to a tiny island called Meanguera.

A war over the issue in 1969 failed to settle anything conclusively. It was not until 1980 that both nations agreed to a treaty, signed in Lima, binding them to reach a solution by December last year.

If that failed, as it did, a final effort would be made to seek bilateral accord before submitting the case to the World Court. That too failed, hence the weekend agreement.

The Salvadoran Government, economically under siege after six years of civil war, is known to have had no desire to go to the vast expense

Bangladeshi police arrest 100 doctors

From Ahmed Fazi, Dhaka

More than 100 doctors have been arrested and 70 injured in sweeping police action to break a two-month strike by 1,200 internecine doctors who were paralyzing 73 state-run hospitals in Bangladesh.

A spokesman for the doctors said that their leaders were picked up by police during a rally yesterday and at a street demonstration on Tuesday when 70 were injured by police using batons.

The doctors have demanded permanent government jobs after their one-year hospital training, but the Ministry of Health will take only 150 of

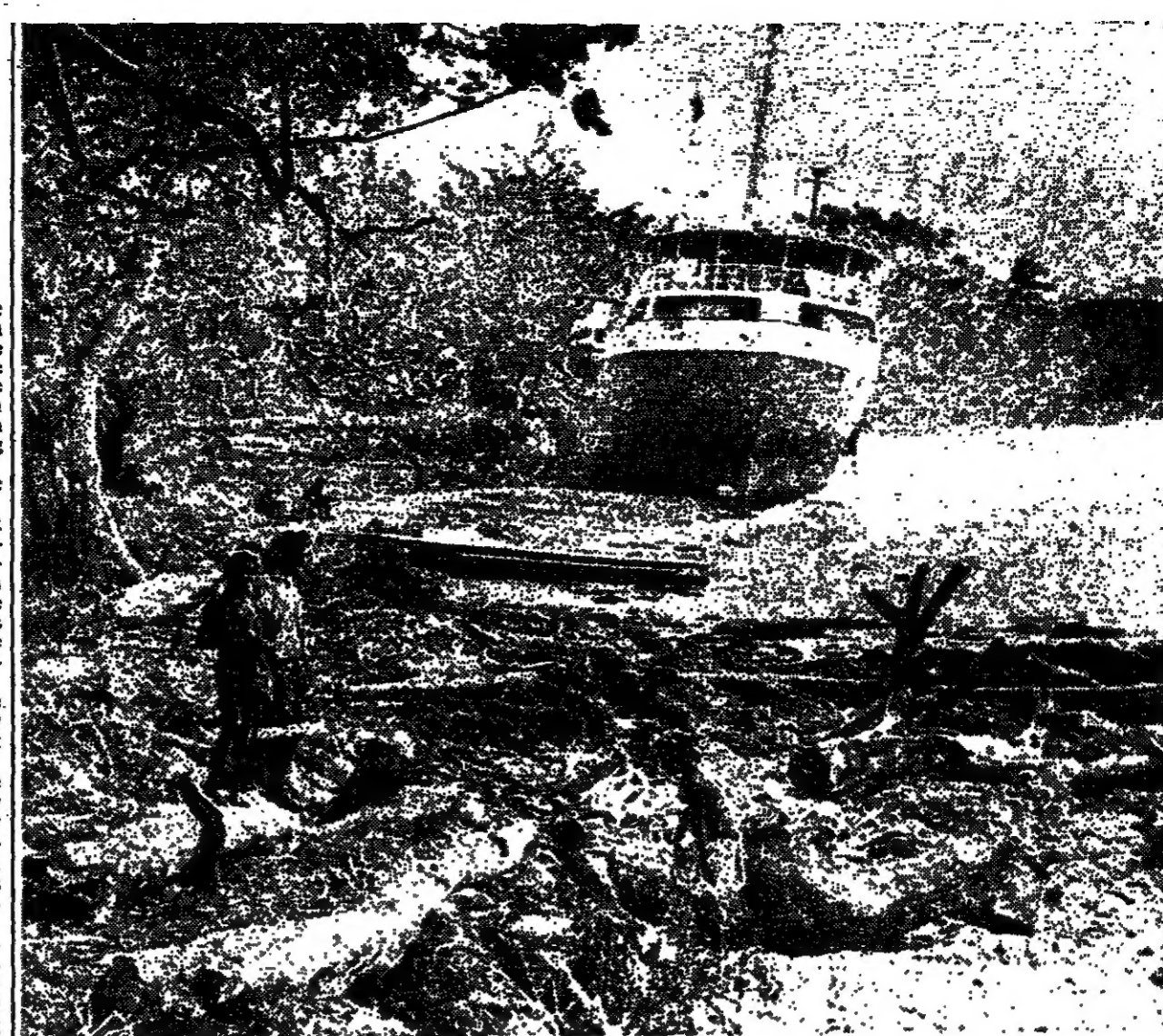
Wettest village has barely a drop to drink

Delhi (AP) — Cherrapunji, the Assam village that holds the world's rainfall record, is running short of water.

The *Statesman* newspaper says the community six miles into Bangladesh is short of drinkable water because deforestation has turned once-lush land to barren gravel.

A village sign: "The source of water is gradually going dry and, hence, whatever water is being supplied is to be used economically."

Cherrapunji has three titles in *The Guinness Book of Records*: Highest monthly rainfall, 366.14 in (July 1861); highest yearly fall, 1,041.78 in (1860-61); wettest place, based on average rainfall, 451.8 in



Solomon Islanders gathering firewood near a ship beached close to Honoria, the capital, by Cyclone Nana, which killed more than 100 people. The Prime Minister, Sir Peter Kenilorea, has appealed for tents to house the 90,000 homeless.

Museveni to settle on Asians' claims

From Charles Harrison, Nairobi

The Museveni Government in Uganda says that it intends to settle long-standing claims on property worth hundreds of millions of pounds which belonged to the 50,000 Asians expelled in 1972 by the former president, Idi Amin.

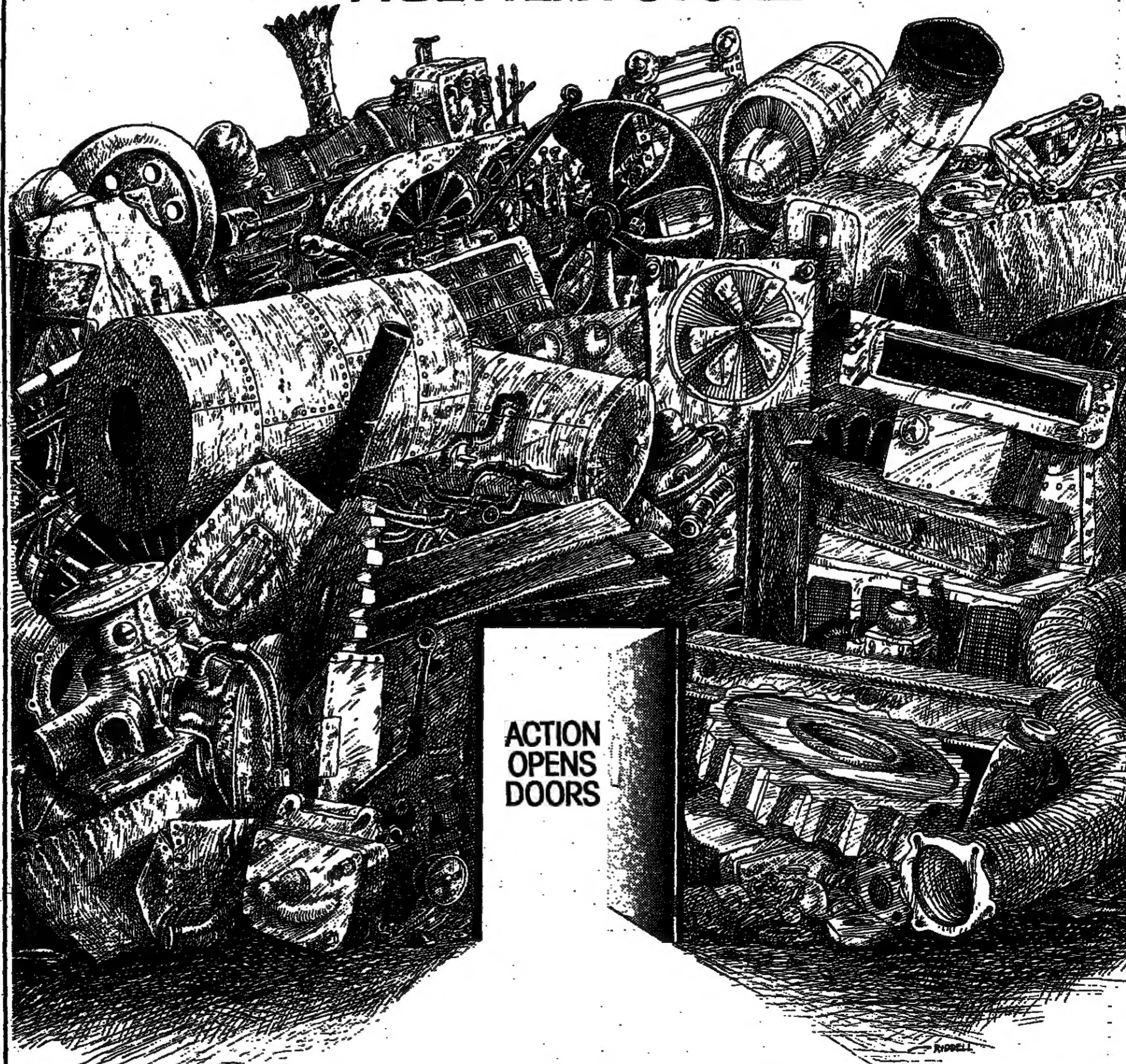
It says that claims will be dealt with and all remaining houses, shops, businesses, factories and farm land will be sold to Ugandans.

The settlements are part of a series of moves designed to restore stability to the economy. A two-tier currency system is being set up, with essential imports and the government's debt repayments valued at 2,100 Ugandan shillings to the £, while all other transactions will be made at a rate of some 7,500 shillings to the £.

Ugandan farmers will be paid more for their coffee, cotton, tea, cocoa and tobacco, and bank interest rates are 30 per cent in a bid to attract local investment.

Thousands of Asians submitted claims for the return of property in 1980 at the invitation of former President Milton Obote. Only a handful succeeded, though some did regain their businesses.

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T 15

The head boy from Brazil

THE TIMES PROFILE

JOÃO HAVELANGE

Between 1982 and 1985 the cost of running the Zurich office of João Havelange, the president of football's world governing body, the Federation of International Football Associations, amounted to £400,000 out of a gross FIFA budget over the three years of more than £10 million. And the £400,000 did not include his personal global travelling expenses when engaged on the business of FIFA's executive or its World Cup committees. Yet this morning in Mexico City, two days before the kick-off of the World Cup, Havelange, a Brazilian, will be re-elected unopposed for a fourth, four-year term of office.

A presidential-style administration of the world's major sport is seemingly accepted and here to stay. And why not, some may ask? FIFA's profit from its share of the World Cup and international match receipts over the same three years was £550,000; its income from its share of football assets between 1986 and 1989 is expected to be £14 million. The 12-year presidency of Havelange has coincided with a colossal upsurge in the finances of international football, thanks to television and allied sponsorship and marketing. Havelange, who was 70 earlier this month, may be marginally less influential, politically and in sporting terms, than Juan Samaranch, president of the International Olympic Committee, but he certainly has more direct power. He rules football without even the most timid of opposing

voices. Football has undergone vast change since the days of committee rule under Sir Stanley Rous; and even he was considered sufficiently autocratic for the English Football Association to have contrived to prevent him becoming its chairman while he was FIFA's president. The era of the executive president reflects commercial influences. Havelange probably exerts more financial muscle, through the channels of the 11 multinational official sponsors of this World Cup, such as Coca-Cola, Philips and JVC, than some heads of state.

The 20-strong executive committee amounts to little more than a costly rubber stamp — their expenses in 1982-85 were more than £1 million. The present World Cup is a case in point. Colombia had been elected hosts for 1986 at a time when the finals contained only 16 countries, not the 24 which Havelange introduced in 1978 as payment in kind to the Third World members whose votes had brought him to power four years earlier. The Colombians could not cope with 24 teams. Four candidates offered to replace them: Brazil, the United States, Canada and Mexico. Brazil, three times winner of the World Cup, were the obvious choice but controversially withdrew, possibly because Havelange was at loggerheads with the chairman of Brazilian football. A special FIFA commission was appointed to investigate the facilities of the other three.

It was known that Havelange

was a personal friend of Emilio Escarraig, the owner of Mexico's main television network, and also of Guillermo Canedo, another Mexican and a vice-president of FIFA, with whom Havelange has business connections. Months before the decision it was being said that Mexico would be the choice. Before the meeting in Stockholm, Rafael del Castillo Ruiz, head of the Mexican delegation, could be seen arm in arm with Canedo.

The American delegation was fronted by Dr Henry Kissinger. Each delegation had half an hour. Mexico, ushered in after Canada, were out in eight minutes, their documents no more than a few typed pages. Kissinger extended America's audience to nearly an hour, with commercial analyses costing thousands of dollars.

Meanwhile, the Mexicans were already downstairs in the lobby preparing a celebration cocktail party. Less than half an hour after Kissinger's exit, it was announced that Mexico was the executive's unanimous choice. No vote had been taken, and the charade of the submissions became apparent when it was learned that Havelange had gained the executive's approval of the special commission's recommendation — Mexico — at breakfast-time. Kissinger considered suing FIFA for allegedly breaching its own articles.

Whether Havelange's presidential influence was well used will be tested this month, though at present it seems that the Mexicans have surpassed themselves in overcoming the catastrophe of that year's earthquake in order to be ready when the curtain goes up.

Havelange's Latin American allegiance and his alleged antagonism towards the United States — over its refusal to suspend summer football during past World



On the ball: João Havelange, the world of football in his hands and the football world at his feet

Cups and its more than justified experimentation with changes to the game's laws — may have done football a disservice. The Los Angeles Olympic Games demonstrated what potential ethnic audiences existed for football in America.

Havelange, a lawyer and businessman, came into football from swimming. He swam for Brazil in the 1936 Olympics, and competed in water polo in 1952. From 1958 to 1973 — the period covering Brazil's three World Cup victories — he was president of the Brazilian Sports Federation, CBD. A celebration tournament organized by him in Rio in 1972 at the height of Brazil's eminence, with worldwide invitations, created the platform for his bid to replace Rous two years later.

Many African and Asian members of FIFA, normally absent at congress because they could not afford the journey, were present in Frankfurt, and, riding the advantage of opposition to Rous for the (then) continuing exclusion of

China and for Russia's exclusion from the World Cup — totally by the regulations — for their refusal to play a qualifying tie in Chile, Havelange was home.

He paid his dues. The World Cup finals were expanded to allow for more teams from Asia, Africa and Central America. This cannot be wholly criticized. The traditionally strong countries should not be allowed to dominate a sport simply because of their existing strength. Countries such as Cameroon, Kuwait and Algeria have emerged as exciting newcomers.

Yet the risk is that what Havelange has created is a festival rather than a world championship, from which some outstanding teams — such as this time, Sweden, Romania and Holland — will inevitably be eliminated. Additionally, the Third World has been favoured substantially by technical and coaching subsidies and by the development of minor

world tournaments such as the youth and under-16 cups. These are splendid for such as Nigeria, utilizing football to expand national identity as well as domestic recreation, but unwelcome to Europe, still overwhelmingly FIFA's strongest continent on the pitch, because of the conflict with the big professional clubs.

Havelange has managed to protect his back. His only likely opponent within the executive, Artemio Franchi of Italy, who was the European president, died; and the emergence of another challenger has been avoided by appointing Harry Cavan of Northern Ireland, a vice-president who is Havelange's age, as chairman of five committees: technical, referees, the youth and under-16 competitions, and Third World development. And in 1982, FIFA, at a cost of almost £500,000, paid off the secretary, Dr Helmut Kaiser, and press secretary, René Court, both of whom were potentially capable of co-ordinating opposition to Havelange.

BIOGRAPHY

- 1918 Born Jean Marie Faustin Godefrido (João) Havelange, May 8, Rio de Janeiro.
- Degree in Law. Speaks Portuguese, French, Spanish, English.
- Lawyer, import manager, on boards of many companies.
- 1936 Competes in swimming, Berlin Olympics.
- 1952 Competes in water polo, Helsinki Olympics.
- 1955-63 Member of Brazilian Olympic committee.
- 1956 Head of Brazilian delegation to Melbourne Olympics.
- 1958 Becomes member of South American cycling committee.
- 1958-73 President of Brazilian Sports Federation.
- 1963 Elected to International Olympic Committee.
- 1974 Elected President of FIFA. 1974, Re-elected 1978, 1982.
- 1986 Standing unopposed for re-election as FIFA President for fourth term.

Though he can be capable of charm and courtesy, Havelange is part of what many observers regard as the Latin American cartel now running world sport — other leading qualifiers include Samaranch and Primo Nebiolo, president of the International Amateur Athletic Federation — and as a member of the International Olympic Committee, for example, Havelange has guaranteed the support of other Latin American members for Barcelona's bid for the 1992 Games.

It is said he will seek a fifth term in 1990. He certainly has enormous endurance, and can be seen manhandling his luggage at four in the morning to catch the next plane as he endlessly circles the globe. Certainly he has helped to make international football wealthier, and has brought smaller nations into the reckoning. Many of the silent voices within FIFA doubt whether he has made the game better on the field.

David Miller

CONCISE CROSSWORD NO 962

ACROSS

- 8 Voice thrower (13)
- 9 Material scrap (3)
- 10 Imitation (9)
- 11 Frequently (5)
- 12 Material (7)
- 13 Flatter (7)
- 19 Dragonfly larva (5)
- 22 Question for job (9)
- 24 Gallivant (3)
- 25 Landing gear (13)

DOWN

- 1 Exaggerate (6)
- 2 Horse chess piece (6)
- 3 Three-year cycles (8)
- 4 Contract section (6)
- 5 Water (4)
- 6 Conclude (6)
- 7 Ungenerous (6)
- 12 Craze (3)
- 14 Tinea (8)
- 15 Sever (3)

SOLUTION TO NO 961

- ACROSS: 1 Saring 4 Finnie 7 Veto 8 Wondered 9 Reptiles 13 Red 16 Horticultural 17 Paw 19 Saturate 24 Froufrou 25 Snip 26 Sweaty 27 Noddy
- DOWN: 1 Sava 2 Rotten Row 3 Gower 4 Fence 5 Need 6 These 10 Alias 11 Taut 12 Enter 13 Ruritanian 14 Dale 15 Chap 18 Arrow 20 Army 21 U-turn 22 Jura 23 Epee

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RESULTS

Results will be published in the TLS of October 3. Winners will be invited to read their poems at the Festival.

For details and entry forms please send s.a.e. or International Reply Coupon to: Poetry Competition, Town Hall, Cheltenham, Gloucester GL50 1QA, England. Closing date for entries is August 1 1986.

Organised as part of the 1986 Cheltenham Festival of Literature, October 5-19.

'We used to say that if you wanted a job there was always the railway and the pit. Not any more'

Pit closures and the demise of railway engineering are the latest blows in a town hit by the effects of change.

Michael Hatfield visited Doncaster

A factory siren from the plant works winds up plaintive decibels that float across the town and ebb away. It's the end of a bad week in Doncaster. Down in a railway station subway, a 50-foot mural is being painted. Engines — including the famous record-breaking Mallard, built at the plant — leap out of the brickwork. History hits you between the eyes.

It is the history of a community imbued with a tradition of railway engineering and mining and it is reaching the end of the line. The people in the bright, modern shopping centre know it. Frank Cresswell, now retired, worked in the plant when the Mallard was built. "Bloody hard work it was, too," he says. "We used to say in Doncaster that if you wanted a job there was always the railways and the pits. Not any more you can't. It's dying. I feel sorry for 'youngsters'."

Not only was there the announcement of coming cuts at the plant — half the 3,100 workforce is affected, railrodded, ironically enough, by engineering skills which make better engines and coaches elsewhere and therefore need less maintenance — but also the news of 2,000 more jobs disappearing in the South Yorkshire coalfield, with an estimated 250 bearing directly on Doncaster.

Cyril Stoney, director of Doncaster Council for Voluntary Service, says: "There's an apathy among people. It's just another blow, coming after the miners' strike. People get tired of picking themselves up off the floor. We have to encourage them to adapt their hobbies and latent skills to other forms of work."

The town, virtually solid in its support for the miners, still suffers from the aftermath of the strike. It has been left with a bad image. Doncaster may be on the railway line and five minutes' drive from the A1, but new industries are not beating their way to the town to exploit its good communications, its stagnating reservoir of skills or the abundance of development land.

Brian Day, the Amalgamated Engineering Union district secretary, is frank enough to admit what others feel but are reluctant to articulate it. "I'm not criticizing the miners' strike," he says, "but the media have left the impression in the public's mind of a town of pickets throwing missiles. It's rubbish, but it doesn't help us to bring in new

developments despite the skills we have."

The town's shops are also casualties of the miners' strike and continual redundancies.



'Wall of attrition': a rosy past illustrated in the station subway does nothing to disguise a bleak future

There's talk of an estimated £200,000 a week — equivalent to nearly the price of a packet of cigarettes or a pint of beer per head of the town's adult population — being lost by retailers.

Mr Garnett Thompson, retail chairman of the town's chamber of commerce, says the coming redundancies at the plant are "catastrophic" for Doncaster trade. "We've never really recovered from the strike and now there's this," he says.

People who once milled

about the covered pedestrian concourse of the shopping centre have thinned out. In the adjoining streets shops close and reopen on the proceeds of someone investing their redundancy money.

Not all are suffering the same fate as their predecessors, evanescent entrepreneurs unable to make ends meet through the lack of cash in people's pockets.

Garnett Thompson's portrait of "an air of gloom" doesn't appear to be reflected

throughout the supermarkets and the shops. Their owners and managers talk of a fall-off in sales, but cash registers can be seen being kept busy.

The days when Frank Cresswell remembered the market "filled with railwaymen and engineers and their families" have clearly gone. More than 2,000 locomotives were built at the plant, started in the 1860s, before the last one ran out of the sheds in 1957 and it was reduced to repairing and maintaining carriages and

wagons. Now that, too, is on the wane.

The walls of the public bar next to the main hotel in the high street are filled with paintings and pictures of locomotives, ancient and modern. The room vibrates with the cocophony coming from the juke-box. It would be fitting to hear the combative strains of Peggy Seger singing "I want to be an engineer," but it's a gloomy place in which to have a drink. The lights, like the town's tradition, have been turned down low.

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BOOKS

Symbol and realism down south

On a recent television programme three eminent historians were asked if they placed any professional confidence in historical fiction; these blinkered gentlemen replied, with varying degrees of conviction, in the negative. Leaving aside the fact that all historical writing is necessarily a form of fiction (although conventional academic history is unfairly hampered by its narrow methodology), they had no understanding of the simple truth that Carlos Fuentes once resented in an interview: "Many things history does not see... are perhaps seen by novelists. There are things only Dostoevsky sees. You do not find them in history books."

And there are also things that only Carlos Fuentes sees. He is the great interpreter of Latin American culture in general and Mexican history in particular; that he has transmitted these interpretations through fiction is testimony to the fact that he sees any much in truth as in verifiable "evidence", that the past is not so much an object of scientific study as the identity we carry around with us everywhere. So although his *The Death of Artemio Cruz* was in part concerned with the betrayal of the Mexican Revolution, and although *Terra Nostra* employed a perspective of many hundreds of years, both novels pointed to one overwhelming conclusion: that the historical novelist is primarily involved in understanding the present.

The eponymous hero of *The Old Gringo* is Ambrose Bierce, the American journalist and novelist who in 1913, at the age of 70, crossed the border into Mexico during the revolution led by Pancho Villa — perhaps the fiercest of those Americans who have seen Mexico as some kind of geographical unconscious, across

Peter Ackroyd unveils onion layers of a novel by a master of Latin American myth-making

THE OLD GRINGO

Translated by Margaret Sayers Peden

André Deutsch, £8.95

whose frontier they can flee. Nothing is known of Bierce's own journey, and available biographies only suggest that "he was presumed to have died in the following year." His death remains "a mystery". Now Fuentes has reconstructed that mystery and, in the process, has constructed an allegory in which the history of Mexico, the events of the Revolution, and the life of Ambrose Bierce are seen as elements of some larger destiny.

The picture of the "old gringo" here is subtly based upon the historical figure of Bierce, however. As a journalist he was the Thackerays of the Hearst press; as a short-story writer he had something of the doomed vision of Edgar Allan Poe. Now he emerges in *The Old Gringo* at the end of a miserable life, emaciated, shrivelled, blown like a husk into the Mexican desert. He is clutching a copy of *Don Quixote*, with its message that the world will not be tamed by even the most imperious or heroic vision; he is white-haired, blue-eyed, and he is dressed in black as if the man of La Mancha has been twinned with the conventional figure of Death.

In Mexico he meets another American, Harriet Winslow, who has been hired by a rich family of landowners as a governess; the

family have fled, and Harriet Winslow remains to accompany the soldiers of the Revolution in their incendiary progress. But she and the "old gringo" are united by the fact that they are aliens here: "He wondered whether this was all they had in common, wars between brothers", wars against "savages", wars against the weak and foreign. "There was once a novel that contained the message that you cannot go home again; the theme of *The Old Gringo* is that you cannot leave home with impunity, that there are some frontiers that cannot be crossed."

But this is perhaps too true a formulation for a novel that is established upon the cadences of a mysterious lyricism. The mood is elegiac, since the poetry is one of loss and decay, and yet the most notable aspect of this novel is its narrative style. It is as if Carlos Fuentes had taken the strange history of Ambrose Bierce and then meditated upon it, letting it take its own shape and its own deviations, allowing the various possibilities of the story to emerge freely. So the narrative proceeds by indirection — it inches forward while at the same time being constantly diverted by other reflections and observations. And Fuentes has borrowed from the cinema (a medium in which he has always taken a close interest) a polyphonic style, so that different voices overlap and merge within the same scene.

So of course it would be appropriate to place this novel, along with the rest of Fuentes's work, in what we may now call the "tradition" of Latin American fiction — some of the most

notable exponents of which are Marquez, Cortázar, and Borges. Fuentes himself has described this tradition as one of "symbolic realism" (a better term than "magical realism", which suggests Paracelsus rather than Peru), and it is a fiction remarkable both for its richness of texture and its catholicity of myth. It is often supposed to be a blending of European surrealism (and even modernism) with the lush Rousseau-like foliage of its native environment.

But essentially it represents a subversion of European culture, a "return of the repressed" by a colonized people and not dissimilar in spirit to recent Indian or Australian fiction. No doubt Fuentes would also see it in this context. There is a photograph of him at the age of six; it was taken in Washington, but it shows him decked in full Mexican regalia, complete with sombrero. And a similar pressure of national identity, a kind of spiritual possession, marks *The Old Gringo*.

There are one or two flaws, however, that spring from the novel's particular obsessiveness of tone. The insistent beat of the prose can become monotonous (passages read like Wilde's *Salome*) and the elegiac speculations can on occasions be almost overpoweringly abstract. There are times when *The Old Gringo* seems too "profound" for its own good, with not enough interest on the surface to distract the troubled attention of the reader. But, even so, this book represents one more stage in Fuentes's recreation of his own nation; and it is little short of miraculous that he can transform the novel into an instrument of historical analysis, while at the same time retaining his fundamental power as a teller of stories.

Grand passion of a troubled land

The once fat cow of women's fiction has become a fairly tubercular beast. Having milked the cream, Virago now publishes the curds and whey, while less respectable houses continue to churn out novel after novel concerned with adultery committed in North London against the kitchen sink. In this minute world, plumbers are probably as fed up — as readers. Which is why I commend Carolyn Slaughter's latest novel.

Restraint, considering what political and emotional issues it stirs up, and often beautifully written, *The Innocents* tackles a much larger canvas than the author addressed in middle-class novels such as *The Banquet* or *A Perfect Woman*.

Set against the smouldering South African landscape, it is the tale of three children who grew up together on a large farm. "It never occurred to them that they were anything other than equal." Until, that is, in adulthood, Hannah's colour takes on the implications of Blind Pugh's Black Spot. But by then, she and the white Dawie have loved.

Their story of frustrated passion and barely suppressed violence is mirrored in the story of the whole land and told in words that are picked, like Hannah's, "with the care and precision of a hand reaching into broken glass." Miss Slaughter is perhaps wrong to visit so assiduously the sins of the parents on the children, but generally she avoids the obvious. The result is topical without being transient, and very moving.

An oppressive regime also looms over Reinhold Arenas's sprawling novel. Before his execution in 1980, the Cuban authorities twice confiscated his manuscript. Rewritten from memory, the present version is the relentlessly sensitive dialogue between a once-revolutionary poet and his disillusioned wife.

Apart from the fact that it takes place during a week's holiday by the sea, there is no narrative and little direction. Not so much a stream as an estuary of consciousness, *Farwell To The Sea* requires a very dexterous navigator indeed to ford waters disturbed by frenetic fantasies and memories. "Jonathan Gathorne-Hardy's first novel for some time is as readable as it is preposterous. A seedy, bankrupt script-writer falls for an English girl in Heraclesum. No sooner is he struck by her fanily sensual beauty than he has the wheeze of paying off his debts by digging for buried Roman treasure. Descending into the smothered city, the two of them also excavate the truth about themselves."

Gathorne-Hardy is not allergic to the adjective. He is

FICTION

Nicholas Shakespeare

THE INNOCENTS

By Carolyn Slaughter

Viking, £9.95

FAREWELL TO THE SEA

By Reinhold Arenas

Viking, £12.95

THE CITY BENEATH THE SKIN

By Jonathan Gathorne-Hardy

Hamish Hamilton, £9.95

HUGGER MUGGER

By Max Davidson

Heinemann, £9.95

also keen for us to know how much research he has done on volcanoes, drills, and flight numbers to Italy. Once underground, the central characters do change, but not in a way the author intends. Like figures in the dark, with torches beneath their faces, they become ghoul-like, unconvincing caricatures. Nor is responsibility accepted for the apparently important issues that Gathorne-Hardy unearths along the way. The finale, hurried and ridiculous, smacks of someone trying to drown his kittens.

Returning to London, Max Davidson's third novel confirms him as an assured chronicler of male-dominated bastions like Westminster, Fleet Street, and the Foreign Office. In the kingdom of the middle-aged, foggy — whose capital is Parsons Green — Davidson is a court jester, one who also subscribes to the values he knocks. It means, of course, he has to write under a pseudonym, and it perhaps explains the concern of all his characters with nicknames (the Wolf, Reef Wellington Blue, Hugger Mugger).

Hugger Mugger charts what happens when oh-so-very-clever people tumble into (and become humanized by) situations of contemptible cliché. Tony, a potential Foreign Office heavyweight and a man who likes to win his arguments, has an affair with his deliciously common secretary. Meanwhile, his wife, whose "feminist antennae were only averagely attuned to the evils of a male-dominated world", falls platonically for his divorced close friend. ("They talked about books, the last refuge of the middle class in love.") The outcome is starchy with cynical wisdom and observations as crisp as a pea. Particularly bluish-making was the description of Tony at the tube, "avoiding the eyes of the old woman standing beside him whose decrepitude so obviously qualified her for his seat."

As he stumbled through a hopeless defence of the Bay of Pigs, Castro at the United Nations, Adlai Stevenson declared that Castro had "circumvented the freedom of the Catholics of Cuba". Looking up sharply, an Israeli diplomat next to Conner Cruise O'Brien remarked, "I always knew that we should be blamed for this, sooner or later." It was a very commentary on the paranoia of a race whose history has been one of unexemplified persecution and whose state is permanently under siege.

In this long chronological account O'Brien traces the evolution of Israel from its Zionist origins in the late Nineteenth Century to its present embattled position. He describes *The Siege* as a "work of historical imagination."

A solemn craft of disguise

Irving Wardle

ON ACTING

By Laurence Olivier

Weidenfeld & Nicolson, £12.95

With that title and that author you open the book expecting 250 pages of revelation, and suffer a corresponding let-down experienced by all over-awed readers with the exception of Moses. *On Acting* does not deliver the sacred testimony of a great artist harvesting the lessons of a lifetime. But why should it? Olivier has done his work. Why should he be required to memorialize it as well?

"I have always been an actor," he says, "who moulds characteristics to hide my personality"; and, as he has already shown in *Confessions of an Actor*, he has some difficulty in playing himself. This sequel shows him unflinchingly trying on masks for a character he might plausibly present as Laurence Olivier: the plain man, the exultant star, the humble student, the elder statesman, at one moment, shrivelling into mock-modesty ("I... didn't seem to do too badly") the next; and heaping superlatives on Shakespeare before dismissing Antony as a "twerp" and Lear as a "stupid old fart".

Narrative meanwhile rambles through the performance chronology, generalizing where you long for specifics, and repeatedly departing from the stated theme to speculate on the theatrical past or relate old stories better told elsewhere.

One of these is the story of Tyrone Guthrie's advice that he should learn to "love" Shaw's *Sergeants* — a character he had previously despised. This story earns its place as it is the starting point for a series of illuminating examples and statements, leading to the conclusion that "acting is basically a humorous craft", which strikes me as a profound insight. Flashes of that order crop up with increasing frequency as he gets into his stride as where he contrasts Strindberg, who has "no subtext", with Ibsen, "who has a sub-text of pure fifth"; or recreates the processes by which he arrived at a voice for Richard III and a mouth for Moise and *Le Siège de Corinthe* — a reworking of *Maometto Secondo*, excellently recorded by Philipps. And even Covent Garden, not exactly noted for its interest in the Russian repertoire and guilty of a dreadful imported production of *La donna del lago*, managed three performances of *Semiramide* this spring, albeit in concert performance. Add in the new critical edition of his works, and it is clear that Rossini is



Means Test, 1934 lithograph by James Boswell in *The Artist as Reporter*, by Paul Hogarth (Gordon Fraser, £25), a study of the work of the scribblers, from Goya and Hogarth to their descendants today, who captured history in their sketches. Boswell was art director of a multinational oil company by day; by night a reporter of poverty and injustice. Here the discovery of a suicide makes his comment on the Depression and prolonged unemployment.

The time could not be riper or more right for a new study of Rossini. He has made considerable progress since Shaw dismissed him as "one of the greatest masters of claptrap that ever lived." GBS's mastery of claptrap on certain matters musical was impressive. Much of that progress has come in the last few years, not least because of the championship of Pesaro, the small seaside town on the Adriatic where Rossini was born.

There was brought back to life again one of the most vocally brilliant of grand operas, the work that Rossini wrote for the coronation of Charles X of France, *Il viaggio a Reims*. Paris has put on *Moise* and *Le Siège de Corinthe* — a reworking of *Maometto Secondo*, excellently recorded by Philipps. And even Covent Garden, not exactly noted for its interest in the Russian repertoire and guilty of a dreadful imported production of *La donna del lago*, managed three performances of *Semiramide* this spring, albeit in concert performance. Add in the new critical edition of his works, and it is clear that Rossini is

Maestro of rich life and works

John Higgins

ROSSINI

By Richard Osborne

Dent, £14.95

much in fashion. And that is his right and proper place. Now, and not before time, he has been awarded a slot in Dent's Master Musicians series with a most scrupulous and scholarly text by Richard Osborne, even if it is not "the first study in English for fifty years" that the publishers claim. The M.M. books have become a little fatter and grander since the immediate postwar years, but the formula remains the same: a few chapters of biography, and then a glide into an assessment of the works. Mr Osborne does not deviate from the formula. Rossini's life was long and

rich in every aspect, from what he wrote through whom he met (and even married) down to what he ate. Where would we be without the tourneys? Gonorrhea ravaged his middle and old age, and the catheters he had to endure might have seen off a less robust man. Perhaps it was ill-health that made him give up writing operas after *Guillaume Tell* when he was only 37 and had half his life still before him. But it did not prevent him from picking up other people's mistresses.

On the operas themselves Richard Osborne presents a guide that is as just as it is up-to-date. Who else, he rightly asks, showed such command of three totally different forms of opera, the buffa, the *semiseria* and the *seria*? Rossini may have set some weak libretti and he was never blessed with a Boito or a Hofmannsthal, but he also had some strong ones, among them *Guillaume Tell* based on Schiller. With the bicentenary of the birth in Pesaro only six years away, someone should be thinking now of apples and arrows.

Panglossian pessimist. All is for the worst in the worst of all possible worlds, and everything is as it is because nothing can be any different. Perhaps he is just being realistic.

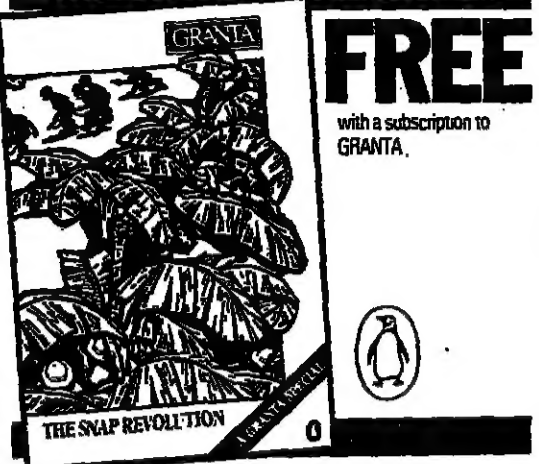
Or perhaps he is revealing — not his bias, for this is an exceptionally fair-minded book — but his standpoint. Essentially he views the siege from the inside. Moreover, his assertion that the status quo is inevitable is also a denial that even limited Palestinian aspirations are realizable. In that case, surely, O'Brien is not being pessimistic enough. For if Auschwitz was a vindication of Zionism, a permanent Jewish monopoly of the Promised Land threatens the world with a nuclear holocaust.

So O'Brien turns out to be a

GRANTA

THE SNAP REVOLUTION

JAMES FENTON IN THE PHILIPPINES



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5-12 July

THE TIMES DIARY

The losing of Monkton

English Heritage, it now seems, came tantalisingly close to saving Monkton, Edward James's eccentric, surrealist house in Sussex, the contents of which came up for auction on Monday. Custodians of the £60 million-a-year-quo privately agreed in April to put aside a "substantial sum" towards buying the £1.5 million building. But the last-minute commitment, worth about £750,000, was not enough to tempt a Getty-style benefactor to match the award, and the National Heritage Memorial Fund, which coughed up for the Bernini bust, did not consider the house a priority. Francis Gosling, of English Heritage, defends its tardy response by saying that only this spring did the trustees agree to make a job lot of the house and its contents, including a sofa in the image of Mae West's lips and James's bed — a replica of Napoleon's bier. "I think the dismantling and selling of this house will come to be seen as a tragedy," says Gosling. But Gavin Stamp, chairman of the Thirties Society, which has raised £7,000 to save the house, says English Heritage has been "feeble".

Long shot

Russia's relentlessly tedious 6 pm TV news programme, *Vremya*, which slavishly toes the party line, is about to be revamped. Updated graphics and stylish news presentation will be the order of the day. I trust the new professionalism will not deprive Soviet viewers of such resounding clangers as the American invasion of Spain in 1983. When the US marines landed on the Caribbean island of Grenada, the Moscow researchers confused it with Granada in southern Spain, and produced a map with the Americans homing in from the Mediterranean.

On June 9, in Pudding Lane, the Master of the Worshipful Company of Bakers will formally apologise to the Lord Mayor of London for burning down his city in 1666 — just 320 years late.

Light relief

Four MPs and a peer who have volunteered to write short stories in *Woman's Own* are clearly not afraid of wearing their literary talents on their sleeves. Roy Hattersley plans to woe the ladies with a heart-rending tale of an arranged marriage between an Indian girl living in Britain and a young man back home. Joe Ashton, rather less adventurously, has chosen to describe a working-class childhood, while Julian Critchley will offer a torrid tale of unrequited love. *Yellow Fever* by Anatolia, written in "sub-Somerset-Maugham style" and set aboard a cruise liner. Austin Mitchell promises us a "very meaningful" story. Lord Willis, who wrote the scripts for *Dixon of Dock Green*, is keeping quiet about his opus.

BARRY FANTONI



"I can't claim much in life but I'm one of the few people to have heard John Carls speak in public"

Heaven's above

Dr Michael Ramsey, the former Archbishop of Canterbury, may find himself with a new hobby when, as I mentioned on Tuesday, he moves into Bishopthorpe with John Habgood, the Archbishop of York. Habgood has been so bitten by the kite-flying bug that he is coming a kite festival on York racecourse this Saturday. The tutor turns out to be the artist George Bruce, who took him for a kite-flying session last year as a break from painting his portrait (unveiled today at the Mall Galleries in London). It was Bruce who introduced Ramsey to his favourite hobby, painting, by buying him his first box of water colours. He is beginning to think clerics are easily led.

Late stop

Yet more suggestions for the proper form of words to describe the closure of an innings by a batsman who dies at the crease. *Wisden*, let me remind you, recorded such an incident in 1942 as "29 not out," a formulation which I questioned on Tuesday. Several readers have suggested *dw* (dead before wicket), which has the merit of accuracy. From *Sevenoaks* comes the idea "declared dead," from Oxford "innings closed," from north London "kicked wicket," from Farnham "caught St Peter," and from Ilford "slumped." Any further deliveries should be pitched in promptly before I declare the innings closed.

PHS

Now a whiff of integration

George Brock analyses the change in government thinking on Ulster

Ever since the first Unionist protests against the Hillsborough agreement six months ago, the government has appeared likely to offer a political concession to buy off the outrage. Some outline of its thinking can now be seen.

Sales talk from Mrs Thatcher and Tom King, the Northern Ireland Secretary, presented Hillsborough as a "twin-track" strategy. Greater cooperation and consultation with Dublin would be balanced by a renewed search for a devolved provincial government shared between Unionist and nationalist politicians.

The second of these two tracks soon vanished. By January, Mrs Thatcher was sounding impatient with talk of devolution. Unionist reaction apart, she was irritated by the unwillingness of John Hume, of the nationalist SDLP, to think in practical terms about devolutionary schemes until Unionist protest had been quelled. King has now confirmed that the Assembly, designed as a devolution vehicle but now operating as a Unionist anti-agreement soapbox, will not last long.

This is a major shift. British governments, Labour and Conservative, have made power-sharing a principal plank of strategy since Stormont was prorogued in 1972.

It has been promoted under a bewildering variety of labels, but they all represented essentially the same idea. Now the basic aim of British policy for the province is again up for debate.

Official Unionists have been divided for years over what they want from London. Until recently the party has been divisible into devolutionist and "integrationist" wings, the latter supporting the incorporation of Northern Ireland into the United Kingdom on the same basis as Wales or Scotland. Hillsborough has increased the Unionists' sense of isolation and vulnerability, and that has been a catalyst for rethinking.

Integration is now beginning to carry the day, at least inside the Official Unionist party; the Rev Ian Paisley's Democratic Unionists have never had much time for the idea. Moderate Unionist politicians, seeing hopes of devolution receding, are looking for a straight-forward campaign theme which would channel protest in a direction which could not then be written off as purely destructive.

James Moynane, the OUP leader, has a recurrent motif in his

current speeches and statements about how British governments cannot deny Ulster "equality" of treatment, and has even taken to quoting Labour party spokesmen to this effect.

Noises from the Northern Ireland Office suggest that its ministers are waiting on events: there is the summer marching season to be survived first and the Unionist parties have to clear up what they want before talking of any value can take place. But they are already leaning towards some gentle integrationist moves.

The key elements of what the government may eventually propose are that such moves can be made compatible with the existence and operation of the Hillsborough agreement and that they do not lock governments into either "full" integration or irrevocably close off other options, such as devolution, should the prospects improve. (This is not to say that any such moves will be popular with Dublin). Complete integration is anyway beyond the range of political possibility, apart from destroying Hillsborough and initiating a likely upsurge of

terrorism, its fullest version would involve mainland political parties organizing inside Northern Ireland — hardly likely now or in the foreseeable future.

But there are steps well short of this which might satisfy the government's aim of persuading the Unionists to live alongside the agreement and those Unionist politicians who do not want the initiative inside their own community to pass to those who want to bring down the agreement by action on the streets. Legislation covering Northern Ireland is currently subject to minimal scrutiny in Parliament and there are a variety of constitutional mechanisms which the government could use to upgrade monitoring and amendment by the province's MPs and bring the practice closer to that covering Wales and Scotland.

Further down the road would lie enhanced local government powers, but considering the past history of local councils, and the chaos at the moment, this would be very much more controversial. The government has an opportunity to thus amend direct rule when Parliament renews it at the end of June, but any action may well have to wait until the autumn.

Rosemary Righter on the shambles that has proved Thatcher right

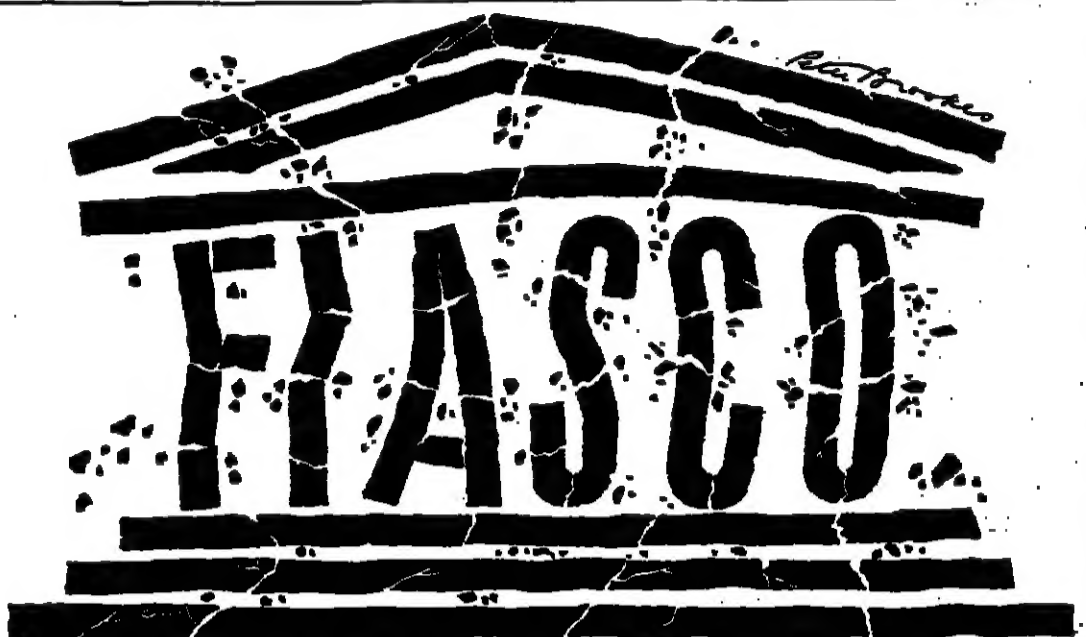
Unesco: waiting for the final collapse

Paris A three-week meeting of Unesco's governing executive board — the first since Britain left the organization last December — has convincingly vindicated Mrs Thatcher's decision to withdraw. Britain had contended that Unesco's political bias, the irrelevant and scatter-shot nature of its programmes, its management and financial irresponsibility had reached a point at which it ceased to be a vehicle for international co-operation in education, science and culture. On all these counts, the crisis at Unesco has deepened.

The significance of the board meeting is that no government is now prepared to make a serious effort to prevent Unesco's decline or to restrain its director-general, Amadou Mahtar M'Bow. There was none of the soul-searching an outsider might expect in a body faced, after the departure of Britain, the United States and Singapore, with the loss of 30 per cent of its revenue. The remaining Western governments are united only in their conviction that reform is hopeless while M'Bow remains in office. But the meeting was a watershed of a still more disturbing kind: for the first time, Unesco member governments went beyond mere weakness to sanctioning the illegal.

Unesco's external auditor, who happens to be the British Auditor General, Sir Gordon Downey, was dismissed on M'Bow's recommendation in clear contravention of Unesco's regulations, under which only the general conference of all Unesco's 159 member states could terminate the contract. Western governments, who had insisted beforehand that this was a cardinal principle on which there could be no compromise, acquiesced.

In a sorry display of division and demoralization, they also failed explicitly to challenge M'Bow's decision to discriminate against British and American members of Unesco's staff, con-



trary to the rules governing the international civil service. And, in an organization where the use of patronage has been a major concern, they allowed M'Bow to ride roughshod over the rules which require him to consult governments over senior appointments, resulting in a reshuffle which places his most loyal henchmen in the top posts.

The staff question goes to the heart both of the Unesco malaise and of its prospects for eventual recovery. Morale at its Paris headquarters is at an all-time low. It took a strike to force M'Bow to concede staff participation in the process of shrinking the number of established posts by some 370 as a result of budget cuts. Because Unesco turned out to have 370 posts vacant — and because more than 200 of its best staff promptly took advantage of a redundancy package — very few people will actually have to be fired. The criteria on which people were to be retained were clear, emphasizing efficiency, qualifications, length of contract and length of service; nationality was not to be a consideration.

M'Bow has reversed this. He has placed American and British staff on "temporary assignments", expiring next month. The board's failure to challenge that decision leaves him, in Unesco's estimation, free to sack them.

Activity in Unesco has almost come to halt as a result of uncertainty among the staff and the wholesale reshuffling of managers and administrative units. Its field programmes last year — which should have been un-

affected by budget cuts because they are financed from elsewhere in the United Nations — were 25 per cent underspent. M'Bow's illegal decision to stop the appointment of American or British consultants for field programmes is thought to be a contributory factor, along with the inexperience of many new administrators.

The fear privately voiced by diplomats from the West and some Third World countries is that by the time M'Bow's second term of office expires at the end of next year, Unesco will be beyond saving. Yet at the board meeting, even the most general discussion on the succession was ruled out of order in an exchange in which Canada and Japan were shouted down by M'Bow's African supporters. M'Bow is thought to want a third six-year term, and now he has a chance of winning: the board nominates the director-general, and for the past three weeks he has proved that he can muster a majority.

Of the three most urgent issues confronting Unesco's member governments — reasserting policy control, drawing up a strategy for the post-M'Bow era, and ensuring his departure — there is no sign of leadership. All are prerequisites for the return of Britain and the recovery of Unesco. US, something it is by no means evident that M'Bow and his African supporters even desire. M'Bow had papers drafted both on the external auditor and on Britain's application for observer facilities which diplomats interpreted as a declaration of war rather than a first step towards

conciliation, and these were backed up by an aggressive resolution by African board members.

The paralysis of the West at Unesco is best illustrated by the unanimity of governments' conviction that M'Bow must go, and their inability to combine to say so. The Nordics have told him they will not support him, but the influential Geneva Group, composed of the democracies which together pay more than 70 per cent of the UN's funding, is divided.

Struck by the slatery with which M'Bow, a Senegalese, brushes aside all criticism with counter-charges of racism, the Geneva Group decided last year to get round the problem by informing all heads of UN agencies that it would not support anybody for more than two terms. Francis Blanchard of the International Labour Office and other highly respected UN agency heads have been notified. But at Unesco, at the behest of Italy, Switzerland and several other governments, the formal letter to M'Bow is being held back. M'Bow is well aware of the original decision and thus has clear evidence of the West's lack of resolve.

In the long term, the most likely prospect is that alternatives to Unesco will be given increasing attention as the hopes for its recovery weaken, and as more countries leave as they will if M'Bow is re-elected. In the short term, many of those within Unesco who criticized Britain's withdrawal at the time now believe that reform is a hopeless cause and that Britain simply recognized the obvious.

These, relatively speaking, are minor differences. The question Halifax must face is would Nato fall apart faced with a real threat? Nato officials say that plans have been carefully revised over the years, the measures practised and systems worked out to ensure a smooth and rapid response to any crisis. Thousands of possible scenarios have been examined and measures devised to meet all likely emergency situations.

There is nothing like real danger to produce intense concentration on essentials. But there is also the reality of things. The resistance to the deployment of American medium-range missiles in Europe was said to have caused an enormous upheaval in the alliance. Yet, in spite of much sound and fury, they have been deployed. And government after government which approved them has had its action endorsed by its electorate. The recent re-election of the Dutch government, by a people said to have been the strongest opponents, provides conclusive evidence.

As for Star Wars, it is no longer the British alone who are taking part in joint research. Despite their political reservations, the West Germans have signed on, deftly passing the issue to the economics ministry rather than defence. France and Italy too are encouraging their industries to join in American projects.

The foreign ministers can take comfort from the fact that western divisions are open and therefore soluble where Warsaw Pact tensions are hidden. They may conclude that Nato dissension is less serious and less permanent than it appears. But after the shocks of the last few months, vision, and — of lastington-style — statesmanship are needed to re-

Ronald Butt

How time could help the Tories

Mrs Thatcher has been dropping broad hints that she is unlikely to call an election before the summer of 1988. She is right to be thinking in these terms and to let the public know her thoughts. Once it became generally expected that the election would be next summer or autumn, we would be plunged into a pre-election atmosphere with every issue being examined by the government and the media in terms of its immediate impact on the voters. Ministers would become obsessed with the short run while officials would be quick to point out the difficulty of doing this or that in the remaining time.

With no more than 12 or 14 months to turn the tide which has been running against the Conservatives for the past year, the government would quickly be taken for a lame duck and Tory confidence of victory could quickly ebb away. Of course, even if the target date was some time in 1987 the Prime Minister could still put the election off should that seem sensible (just as she can now advance the election to 1987 if things dramatically improve). But to seem to put off the election at the last moment would make the worst of both worlds. Mrs Thatcher would have demonstrated a sudden fear of facing the voters (as James Callaghan did) without having given the government the confidence it will now have from knowing it still has another two years in office.

On the most pessimistic Tory view, this respite at the very least allows more time for the government's achievements to take root, making it that much harder for a Labour government to undo what has been done with popular support — anti-inflation financial discipline, increased private ownership, more individual responsibility and trade union reform. There will also be more time for the public to reach a judgment on the balance of power in the Labour Party between moderates and leftists, and for the policies of all the opposition parties to be probed.

The extra time will also help those who will be the leading members of the government after the election — should the Conservatives win — to become better known by the public, establishing the new list of Cabinet seniority from which Mrs Thatcher's successor will be chosen, almost certainly some time in the next parliament whether the Tories win or lose. Apart from the two peers, Whitelaw and Hailsham, and Sir Geoffrey Howe, there is nobody in a senior post now who held high office in Mrs Thatcher's early days.

There are also important policy questions to be settled. Just as the old "wets" have gone from the government (and are fast going from Parliament) so the arguments over public spending take a new form. It is no longer a question whether spending should be cut or taxation raised but whether, in a changed economic situation, spending should be raised or taxation lowered — or some of each.

Above all, after the tactical mistakes of recent months, the government needs time to fashion

a fresh response to public anxieties which are very different from those which were dominant in the 1979 and 1982 election campaigns. Next time, the Tories will face two different enemies in two different types of constituency — Labour in the inner urban and industrial areas, especially in the north, and the Alliance in the suburban or rural seats which the Tories have hitherto taken for granted. Both enemies, however, direct their fire at the same topics on which the Tories face most public criticism.

The public is not at odds with most of what the government has done; the anti-inflation policy is appreciated and there is general support for privatization and the common-sense policy on trade union law and strikes. The criticism focuses rather on what the government has not done: on its failure to ensure that hospital wards do not close, that schools are kept to a decent standard, that essential welfare services are not run down — and, of course, on unemployment.

The criticism aroused by Lord Young's remark that the 87 per cent who are working have never had it so good illustrates very well the way some ministers fail to understand the political problem. So far as everyday standards are concerned, the statement is true. But for the 13 per cent out of work it is not true; nor is it true for those in or out of work who need hospital treatment and cannot get it or whose children are in poor schools. Nor, of course, is it true for those important opinion-formers, the academics, who have turned heavily against the Tories.

The government is not helped by the rhetoric of those of its best friends who often seem to transmute the valid and valuable idea of the market into the kind of blind and insensitive dogmatism of which socialists are rightly accused. Indeed, they sometimes seem intent on reducing a good idea to absurdity for the dramatic satisfaction of seeing the government go down in the ideological flames of a good cause.

If we could wave a wand and produce a different health and education system, mostly private but government-insured, and a welfare system geared to real need and avoiding bureaucratic or eccentric waste, that would be fine. But the wand is not available and, as things are, the great majority rely on public services and would sail to do so if the number using private health care and education doubled. The argument now is no longer about spending — for demand management — but for keeping services in good shape.

That is one reason why the 87 per cent in employment are not as content as theoretically they should be. The other reason is that there is more altruism in voting than is commonly supposed. The shift to Labour of so many middle-class people in 1964 in the (vain) search of a fairer society, even in matters that did not affect themselves, could be repeated. Today, again, there is an altruist vote and much of it is going to the Alliance. The government is likely to need two years in which to win it back.

moreover . . . Miles Kingston

I'm only here for the peer group

Recently I have been staying in the same house as someone who is in the last throes of revising for her A level Sociology exam, and it has swiftly been borne in upon me that what is needed is a succinct cheat sheet to sociology terms that can be cut out and taken discreetly into the examination room. Here, then, it is.

Brechtian alienation: A gradual conviction on the part of a German playwright that every Kurt Weill tune sounds like every other Kurt Weill tune, and a consequent determination to find another co-composer.

Sartrean alienation: A tendency, on the part of a French philosopher, to get fed up with the ideas of Simone de Beauvoir.

Structuralism: A tendency, on the part of other French philosophers, to get fed up with Sartre's ideas, and to replace them with something more up to date and marketable.

Post-structuralism: The analysis and division of one's post into different categories such as personal letters, postcards, bills, junk mail and letters for the people next door.

Displacement activity: Taking letters for the people next door, next door.

Retrospection: Forwarding letters for people who used to live here.

Embourgeoisement: Home improvements indulged in by the better-off kind of sociology teacher.

Group: A small sub-section of society which adopts its own rules, changes traditions, writes its own material and generally has bass, drums, keyboards and a couple of saxophones. They usually sell their own records at gigs. If they don't sell enough, the lead singer tends to split off and join up with another group (see Amoeba).

on. According to Marxist principles, the oppressed, but more numerous ratings will finally take the sub into their own hands and head for the nearest port in search of booze and women.

Counter-culture: Another theory which states that if you put two girls behind a shop counter, they will spend all day discussing what they are going to do that evening, ignoring their customers.

Communal society: A kind of primitive, pre-metropolitan society, simple in structure and usually situated in Sancho, Greenland or the Andaman Islands. It consists of a sociological observer, his research assistant, a housekeeper and a small tribe for him to observe.

Roland Barthes and the Structuralist: A group who had some minor hits in the 1970s, thanks to their incomprehensible lyrics.

Significance, signification, significance, signification, etc: French misprints.

Black: A term used by sociologists to describe such ethnic groupings as West Indians, Pakistanis, Arabs, Sri Lankans etc, probably because none of them has anything in common with any of the rest of them, and very few of them are black.

Alternative comedy: Something you can try when you are fed up with comedy.

Peer group approval: A successful appeal to the House of Lords.

Levi Strauss: A kind of hard-wearing, no-nonsense, intellectual denim range of designer jeans, also known as French wranglers.

Sexist: Any theory which tends to explain things in terms of men is called sexist. If it explains things in terms of women, it is merely called feminist.

Glam rock: Pop music from South Wales.

Semiotics: The theory that any symbol can be given any meaning and still make perfectly good sense. That's the theory. In practice, of course, you only get marks for the ones the examiner has used.



1 Pennington Street, London E1 9XN Telephone: 01-481 4100

MR REAGAN'S ULTIMATUM

By threatening to end American compliance with the Salt-2 treaty on arms control, President Reagan has come close to taking one of the most controversial decisions of his six years in the White House. How far it will affect the political relationship between the superpowers remains to be seen. But its impact upon the Western alliance could be serious.

It is not the first time that the President has issued such a warning. He was among those who opposed the treaty when it was signed in 1979 and he spoke vigorously against it on his way to the White House, describing it as "fatally flawed." Last June, he announced that the United States would continue to abide by its terms despite continuing Russian violations. But it sounded like a close-run thing.

What, then, is new? More recently, there was a very real possibility that the US Navy would breach the treaty when the seventh Trident missile submarine came into service. The President has once more avoided this by agreeing to scrap two elderly Poseidon boats, thus keeping within the Salt-2 limit of 1,200 multiple-warhead missiles at sea. Now he has said that unless the Soviet violations stop, the US Air Force will break Salt-2 later this year by continuing to equip its fleet of B-52s with cruise missiles, beyond the 130-bomber limit permitted. Will he back down again?

Complaints about Soviet violations of the Salt-1 and Salt-2 treaties began before the ink was dry and have continued ever since. At least seven clear breaches of Salt-2 were listed two months ago by the US Arms Control and Disarmament Agency (ACDA). These ranged from clashes over the number of nuclear delivery vehicles to accusations over the production rate of the "Backfire"

bomber. But the two violations which most concern Washington are the deployment of the SS-25 mobile missile and the use of code to transmit data from their ballistic missiles - which inhibits unilateral monitoring by the Americans, as permitted under Salt-2 verification measures.

The Russians deny all the charges. The SS-25 which, by following the SS-24 into service, breaches the limit of one new missile system, is - they say - no more than a replacement for the ageing SS-13. Not so, replies Washington, since it is more than five per cent different from the older model. As for the encryption of their missile telemetry, the Russians have taken advantage of some inadequate drafting in Salt-2 and have protested their innocence. Moreover, they add, they have actually taken more weapons out of service than have the Americans in order to comply with treaty limits.

But the weapons which have been removed by the Soviets tend to be old and outdated - even more so than the Poseidon submarines. Moreover, it is hard to see them reversing their policies to the extent of allaying American suspicions. They could go some way towards doing so by ending the encryption of their missile telemetry. But would they consider withdrawing the SS-25 when it is already being introduced into service? The conclusion must be that Salt-2 - the last bilateral nuclear weapons treaty signed by the superpowers under the series of negotiations initiated by Henry Kissinger in 1969 - looks like coming to an ignominious end.

How much does that matter? There are, after all, other constraints which will prevent either superpower from investing in an infinite stockpile of overkill. Salt-2 did little or nothing to lessen the mutual mistrust between Moscow and

Washington. Indeed, it would seem to have bred mistrust itself, confirming the worst suspicions about signing arms control agreements which are seen by one side to be less than satisfactory. Negotiations over a successor to Salt-2 are continuing at Geneva - admittedly without conspicuous success. And it is also true that one side should not be allowed to violate the provisions of a bilateral treaty and get away with it.

Should not Salt-2, an ill-starred agreement from the beginning, now be laid to rest? The Soviets do not seem unduly worried about that prospect. The reaction by Tass to the American announcement was comparatively mild yesterday.

There is a counter argument that the United States, for all its long-standing grievance over Russian violations, should wait until a new treaty is at least in sight before openly abandoning the old one. President Reagan also takes the risk that, by abandoning Salt-2, he will confirm the cartoon view of himself as a belligerent cowboy within Nato. But have Soviet violations so upset the strategic balance that such action is called for? Might not the losses, of which heightened tensions within Nato would be the heaviest, be greater than the gain?

There are six months to go before the White House ultimatum expires. It would be ideal if both superpowers could find common ground before this date arrives. But the principal cause for achieving this rests upon the Soviets whose treaty violations are at the root of the present problem. If in the end President Reagan does not get the concessions from Moscow that would enable him to continue observing Salt-2, the Nato allies must know where the place the principal blame.

NOT-SO-INNOCENTS ABROAD

The convention that politics stops at the water's edge was easy to observe when British politicians stayed at home. It is less respected in an age when political leaders spend much of their time, in and out of government, gallivanting around the globe.

In different ways, Mr Kinnock in India and Mr Healey in the Soviet Union have demonstrated just how far the convention has been eroded. Mr Kinnock's criticism of the Prime Minister as a "camp-follower" of President Reagan had the acid smell of the hustings about it. And Mr Healey's assurance that if the British government rejected Mr Gorbachev's absurdly one-sided arms control offer, then the Labour party would make an agreement based upon it injected party politics directly into Anglo-Soviet diplomatic bargaining.

An objection in the past to partisan attacks abroad was that a politician who had been attacked could not answer back since he might not even know of the attack. That no longer holds. He is, indeed, likely to be asked for his comments via satellite that very night.

Strict observance of the convention, then, is unrealistic in a world made much smaller by modern communications.

All nations are better informed about the political controversies of their neighbours. They will want a visiting statesman to address them frankly on issues of interest, and they will feel insulted if he takes refuge in inoffensive bromides and non-partisan homilies. The Indian audience addressed by Mr Kinnock, for instance, would scarcely have accepted an answer from him on Britain's immigration laws that did not candidly discuss differences between the major parties - though whether the British voters who overheard him will welcome an immigration policy that implies more immigrants is another matter.

Still more to the point, political issues no longer stop at the water's edge. Recent years have seen the development of what are, in effect, transnational political issues. Privatization is pioneered in one country and copied (or cited as an awful warning) in others. Issues like the NATO decision to deploy medium-range missiles in Western Europe are plainly controversial across national boundaries.

When a politician associated with one side of such an argument visits another country, he will inevitably be questioned upon it. His reply cannot help being partisan in terms of his own domestic

politics. But the alternative is to say nothing at all.

If the convention cannot be sustained in its strictest form, however, that does not mean it should be abandoned altogether. Foreigners, unused to the vigorous debating style of the House of Commons, are often shocked when they hear the abusive style of Commons repartee. They are no less likely to be embarrassed by the importation of British political abuse into their own country where it is bound to sound much more crude out of context. Political differences, when ventilated abroad, should be expressed candidly - but with a prudent level of decorum.

Even stricter restraint should surely be observed when the politician is visiting a nation which, though not an enemy in wartime, nonetheless has a foreign policy broadly hostile to this country. Mr Healey's welcome for the Soviet proposal that there should be "equivalent reductions" in the Soviet and British nuclear forces, is a case in point. It goes beyond merely expressing honest differences with political opponents and plainly undercuts the British government's bargaining power. It thus enhances the prospects for Soviet diplomacy - precisely the effect which the old convention was designed to avoid.

Cornish tin mines

From Mr Ray Roddan
Sir, Much capital has been invested recently in Cornish mines to help with the modernisation which has been interrupted by the collapse of the International Tin Council. Much is made of the fact that consumption of tin has declined recently but nevertheless it is still a healthy 163,800 tonnes a year. Given the drop in the price, this is likely to remain or even to increase.

Some of the older mines in Brazil and Bolivia are nearing exhaustion and, together with some of the Asian (Association of South-east Asian Nations) and African mines will be unlikely to survive the new low price regime. If the current development programme can be completed the Cornish mines will have a unit cost which will make them competitive in these conditions. If a league table were to be drawn up based upon cost of production the Asian, Bolivian and African mines would be at the high-cost end and the Brazilian Parapanema mine and Renison (Tasmania) would be at the low-cost end. Cornwall would be in the lower half of the high-cost end.

The amount of production necessary to fulfil world demand from

reach up to and above the cost of production in Cornwall.

The concluding paragraph of the select committee's report on the tin crisis sums up the way we in Cornwall feel:
It is of supreme importance that the Government should begin negotiations with the industry on the possible types and amounts of aid and conclude them without delay. We believe that the Cornish tin industry is worth saving.
Yours faithfully,
RAY RODDAN (Senior shop steward, Transport and General Workers' Union, Geevor Tin Mines, plc),
Nineveh, Trewellard,
Near Penzance,
Cornwall,
May 27.

Books in schools

From the President of the Booksellers Association of Great Britain & Ireland
Sir, Your account of the HMIs' annual report (May 22) makes depressing reading. May I highlight one aspect, obviously close to the interests of this association, but nonetheless vital in a much wider way?
I refer to the deterioration of book provision mentioned in the report. The Booksellers Association

concerned for some time about the decline of the book stock in schools. The report presented to our own recent annual conference points out that in real terms schools and other educational institutions are spending less by a large margin now than eight years ago, and that the decrease between 1984 and 1985 was probably 4.2 per cent.

The result is not only numerically fewer books in schools, but sharing of textbooks, impoverishment of school libraries, and deterioration in the physical condition of the books actually in use.

Obviously, we are concerned as a trade. But it is surely right to point out that books are a very special commodity. Children's attitudes to books, their experience of books, their assessment of the value placed on books by their teachers, heavily influence their attitude to reading.

The present situation must suggest to many children that books are unimportant, and if that is how books are regarded, there is direct discouragement to the achievement of literacy.
Yours faithfully,
JOHN HYAMS, President,
The Booksellers Association of Great Britain and Ireland,
154 Buckingham Palace Road,
SW1

University grants in real terms

From Professor A. W. Bradley
Sir, In his comments on the latest cuts in university funding, Sir Keith Joseph described the University Grants Committee's decisions as a landmark in the history of higher education. Even if they constitute a landmark of a kind, they do not deserve to be clouded with an instant mythology which has nothing whatsoever to do with reality.

It must be pointed out with as much emphasis as speech can command that the UGC's decisions discriminating between universities were not based upon any assessment of the quality of teaching in different universities, in different faculties or in different departments. For all that the Government and the UGC know, the universities which will suffer most as a result of the decisions may be the universities in which the highest standards of teaching are maintained.

In its recent decision-making process, the UGC was concerned neither with the quality of a university's teaching, nor with the quality of a university's students. It may have been concerned with the comparative costs of undergraduate education, which is a totally different matter.

The UGC was instead concerned with the extent and quality of research. This was a controversial and difficult exercise that may, except in a few very clear cases, have been attempting the impossible. But I believe that this exercise will be seen to have had a relatively marginal effect on the outcome in the overall decision on each university's finances. These decisions have essentially been based on a formula-based approach to the allocation of resources about which far too little is known.

If any of your readers, Sir, should believe that the league table of severity in cuts as between the universities in Great Britain is a direct reflection of an informed judgment on the quality of teaching and research within those universities, they are either deceiving themselves or have been misled by others.
Yours faithfully,
A. W. BRADLEY,
9 Albert Terrace, Edinburgh.

From Mr D. J. Towers
Sir, The Government's grants to universities, announced today, have created a confusion of statistics - some figures are in money terms, others are in real terms against an estimated change in the retail price index, and further information has been given on the inflation index which applies to universities.

In money terms (a) the grant to universities has been increased by 1 per cent; (b) the universities which are being made to suffer most are having their grants reduced by 0.5 per cent; (c) this includes Keele University; (d)

Pollution check

From Mr T.E. Radice
Sir, In his article about nuclear waste (Spectrum, May 20), Thomson Prentice refers to a "Royal Commission" which reported 10 years ago.

Evidently he is unaware that the commission is still going strong! It is a standing body, whose terms of reference are "to advise on matters, both national and international, concerning the pollution of the environment; on the adequacy of research in this field; and the future possibilities of danger to the environment".

Since the report mentioned (the sixth), the commission has produced five more, covering between them a wide range of pollution problems, such as those

associated with agriculture, oil spills, lead, straw burning, "Euro-beaches", long-range air pollution, waste disposal and recycling.

Its current activities include studies of fresh water quality and the release of genetically engineered organisms to the environment.

Whilst specific studies are in progress, the commission monitors developments across the field of environmental pollution generally, including the follow-up to earlier reports.

Yours faithfully,
T. E. RADICE,
Secretary to the Royal Commission on Environmental Pollution,
Church House,
Great Smith Street, SW1,
May 20.

The statement that "solicitors have higher overheads than barristers" is a half-truth. Lawyers who are unconcerned to provide a wide range of service and are advocates inevitably have lower overheads than those lawyers who do offer a broad service.

Given rights of audience before the higher courts, in the present climate of firms of solicitor advocates would develop with similar overheads to those of barristers' chambers.

The system needs reform - not special pleading to preserve a monopoly.

Yours faithfully,
P. J. BUTLER (Chairman,
Young Solicitors Group,
The Law Society),
30 Grosvenor Road,
Wrexham, Chwyd,
May 23.

From Mr David Harington
Sir, It is commonplace for businesses to be late in paying their debts. This is a desperate problem for small businesses owed money: they are particularly vulnerable to shortage of cash, they have little leverage in persuading large customers to pay, and it is often the principal of the firm himself who must chase the debt.

In larger firms, too, late payment is inefficient, in that unproductive time is spent in chasing the money, and unproductive time is spent resisting the chaser (usually with lies).

The Government has at last addressed itself to the problem - but with a "code of practice". How a code of practice will have any effect on companies already prepared to break binding contracts is hard to see.

And yet there is a remedy to hand, which would cost nothing to administer, would not interfere in the terms of trade between companies, and would even raise a little money for the VAT.

Warwick University, which is having the largest increase in grant, is having its grant increased by 4 per cent.

The expected change in the retail price index over the next year is 3 per cent and this ties up with the Government's statement that grants to universities are being reduced by 2 per cent in real terms - i.e. a 3 per cent inflation rate with a 1 per cent increase in grant in money terms gives a 2 per cent reduction in grants in real terms.

However, university costs are expected to increase at a greater rate than the retail price index - as 70 per cent of the costs of universities are labour costs, the rate of increase in pay to employees is much nearer to the increase in costs than the retail price index. The rate of increase in university costs is expected to be about 5.25 per cent.

If the index of increase in university costs is used (rather than the RPI) the actual cut to universities is 4.25 per cent, and even the most favourably treated university is having a cut of 1.25 per cent in real terms. The most harshly treated universities (like Keele) are having a cut of 5.75 per cent in real terms.

I wonder how many other public bodies are having their statistics manipulated in this way - I understand that health service costs increase at a greater rate than inflation and that these costs eat up "growth" money.

The fact remains that all universities are having a cut in their grant in real terms, and the average cut of 4.25 per cent is more than twice the cut reported by the Government.

Yours faithfully,
DAVID TOWERS,
230 Church Plantation,
Keele, Staffordshire,
May 21.

From the Master of Downing College, Cambridge
Sir, Your Education Correspondent referred on your front page (May 21) to the "radical new review of university teaching (my italics) and research". We are hearing the same phrase elsewhere.

I want to persuade your readers there has not yet been a proper review of university teaching. While no one would deny that teaching is enriched by research, it is generally agreed that many other important factors - even the satisfaction of the graduates from courses - would have to be taken into consideration in these matters.

A fairer use for doctors' pay rise

From Professor David C. Anderson
Sir, Those of us who are engaged in a combination of clinical medicine, student teaching and research are acutely aware of the distorted pressures that currently threaten the National Health Service. However much one earns, it never seems to be quite enough - and so I should welcome the 7 per cent increase generously judged to be my due by the review body on doctors' and dentists' pay. Yet if such money really is available I think it could be more wisely and fairly spent.

My department's medical secretaries, for example, have no proper career structure and earn only £2.20 - £2.86 an hour. They are highly experienced people in responsible jobs, whose mistakes also can kill patients; if they leave for better-paid and probably less responsible jobs it will be a major blow to the service they help to sustain.

Or take the shocking state of the hospital's case notes - vital documents falling out of ancient files that need to be put into order by (also underpaid) medical records staff who - so sorry - can no longer be afforded.

I believe that many hospital doctors would be willing to forego the next pay increase if it meant that important jobs in an already over-stretched service could be saved, and if vital but neglected staff, such as medical secretaries, were dealt with generously instead. What is the point of us being very well paid if in the process we can no longer provide the service to patients for which we are trained?

Yours faithfully,
DAVID C. ANDERSON,
University of Manchester,
Department of Medicine,
Hope Hospital,
Eccles Old Road,
Salford, Greater Manchester,
May 21.

Chernobyl disaster

From Dr D. D. Harkness
Sir, In your columns of May 13 Mr E. Rosenstiel expressed a particular area of concern over the assumed release of carbon-14 from Chernobyl. Would this accident prejudice radiocarbon dating - the well established and ubiquitous method used to chronicle events pertaining to the past 50,000 years of earth history?

Fortunately such fears may be readily allayed. The radiocarbon chronology is dependent solely on the residual abundance of those carbon isotopes which the sample incorporated while still alive - i.e. long before mankind had a significant impact on nature's balance.

It is noteworthy in this context that Chernobyl does not represent the first release of artificially produced carbon-14 to the earth's atmosphere. The nuclear weapons test programmes of the mid to late 1950s resulted in a transient increase of almost 100 per cent relative to the natural, cosmic-ray induced, inventory of this radioactive isotope of carbon. The contribution from Chernobyl is likely to prove insignificant by comparison.

Measurements are under way at this laboratory to ascertain the extent of any detectable enhancement of carbon-14 in air masses passing over south west Scotland since May 1.

Yours faithfully,
DOUGLAS HARKNESS,
Natural Environment Research Council Radiocarbon Laboratory,
Scottish Universities Research and Reactor Centre,
East Kilbride, Glasgow,
May 19.

Tourist boycott

From Mrs Patricia Hurford
Sir, I have this morning heard that a professional course I had booked to attend in Oxford in July has been cancelled because one of the two Americans running it has refused to travel. My indignation is mixed with disbelief that fear in the US has reached this proportion; enormously deep fears must have been triggered off in normally venturesome and courageous people when even professionals choose to forego commitments in Europe.

On many occasions travelling in the USA my husband and I have smiled warmly at the phrase often used over there in public places: "for your safety, comfort, convenience and protection". I wonder how we can help our American friends remind themselves that any life lived entirely in accordance with seeking safety, comfort, convenience and protection would not be worth living; and that if they delude themselves that these qualities are available in the USA, and nowhere else, then terrorism has already won a battle of quite terrifying proportions.

Yours sincerely,
PATRICIA HURFORD,
Broom House,
St Bernard's Road,
St Albans,
Hertfordshire,
May 24.

From Mr Stephen Colebrook
Sir, Given the current criticism of the "unjustified" reluctance of American tourists to visit Britain, I wonder how many British tourists have visited Northern Ireland or even the comparatively untroubled Republic of Ireland in recent years?

Yours faithfully,
STEPHEN COLEBROOK,
Greening House,
Tilford Road,
Hindhead,
Surrey,
May 24.

ON THIS DAY

MAY 29, 1824

King John VI of Portugal returned in 1821 to his country from Brazil where he had gone during the Napoleonic campaigns, and undertook to uphold the democratic constitution that had been set up in his absence. But his second son, Miguel, led an absolutist insurrection in 1824, and the king found himself a virtual prisoner. With the help of the British and French ambassadors he escaped and boarded a British man-of-war anchored in the River Tagus "a cannon shot from the bank." This example of gunboat diplomacy helped to restore the king's authority and order to the capital. Miguel was dismissed from the post of Commander-in-Chief and sent abroad but was pardoned by his father, "noone wishing to see him vexed."

PROCLAMATION OF THE KING TO THE NATION FROM ON BOARD THE WINDSOR CASTLE.

"Portuguese! - Your King does not abandon you. He only seeks to deliver you from the terror and anxiety which press upon you; to re-establish the public tranquillity, and to tear the veil which still conceals the truth from you, in the loyal nation will unite to support the throne, and to put an end to the shock of exalted opinions and passions, which have produced such a fatal anarchy, and menaced the Government with a total dissolution."

"On the 30th of April all the troops of the capital appeared under arms, and my son was seen to leave the Royal palace, to place himself at their head; and to order, without any authority of mine, the arbitrary arrest of an immense number of officials of all classes, invested with the chief powers of the state, in whom are comprised my own ministers and servants of my household. The palace which I inhabit was seen surrounded with an armed force, or rather was transformed into a prison, and all access to the Royal palace was barred during several hours. Then were observed proceedings so violent that they amounted nearly to open rebellion, while all the representatives of the Sovereigns of Europe thought it their duty to protest formally against the violation of my Royal authority."

"Meanwhile, as I desired, even at the price of the greatest sacrifices, to preserve the public tranquillity, and the harmony that reigned among all branches of the Royal family, I was pleased to order that all judges should be appointed to proceed legally against the accused, and to pardon my son for the excesses of jurisdiction that he had committed, in the hope that the just course of the laws being thus established, revolutionary measures would cease, and good order would gradually reappear. I obtained nothing of that which my paternal heart desired with anxiety. On the contrary, the arrests continued, as likewise the orders issued by my son, and signed for the most part by obscure individuals who have no share in the government."

"Determined to put an end to this public scandal and finding no means of making known my Royal will, because I was surrounded by the factious persons who deceived my son, and who on the 30th of April had deprived me of my liberty, I formed the resolution to avoid a struggle the issue of which could not be doubtful considering the known fidelity of the Portuguese nation, to go aboard a British line-of-battle ship, in order that I might frankly make known to my subjects my situation, and call them, if necessary, to my defence."

"By this proclamation I confirm in the exercise of authority those who are invested with it, so far as I do not order the contrary; and I command all and everyone to show the strictest obedience to whatever shall be prescribed in my Royal name by those who may henceforth command you."

"Subjects of all classes, observe order, and hope from your Sovereign the re-establishment of public tranquillity, of justice and security."

"Given on board the English ship, Windsor Castle, in the roadstead of the Tagus, May 9, 1824." (signed) "THE KING"

Signs of the times

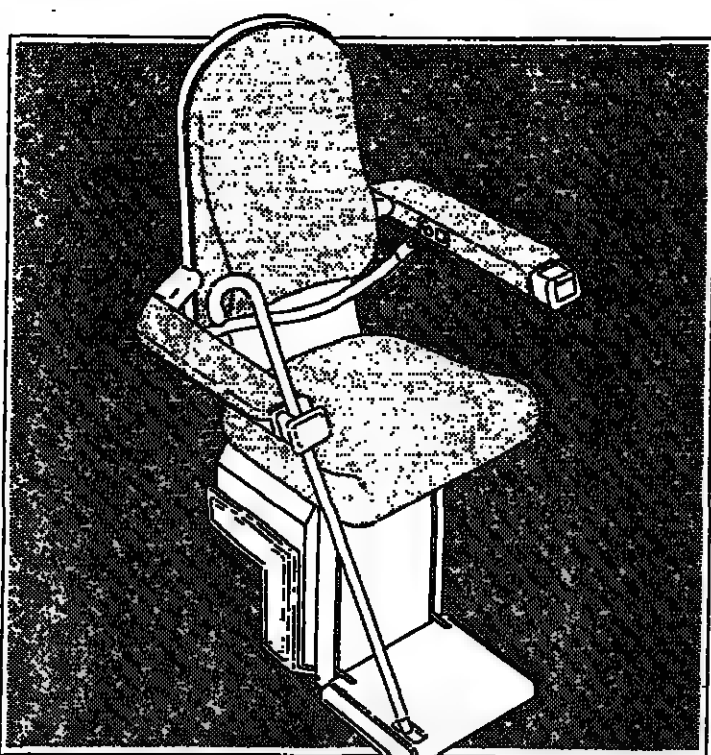
From the Rev Michael Langan
Sir, Mr Raymond Parkin (May 20) offered a "sign of the times", offering another drawn from our motorways, those significant symbols of modern life. In seeking signs of "secularization", or the desire of some to restrict our faith to the personal arena, why look further than the M25 or M1 which proudly proclaim "No services on motorway?"

The M11 underlines the point by censoring mention of the episcopacy and signs simply "E1, Stortford" at its junction with the A120!

Yours faithfully,
MICHAEL LANGAN,
Church House,
West Street,
Grays, Essex.

From Mr Jack Jones
Sir, Mr Rawson's idea (May 24) for the general use of a job-title prefix to surnames has perhaps been anticipated by the Welsh use of a similar suffix. Using this, you correspondents' examples would become Smith the Money, Evan the Hurdles, and Jones the Mole.

Status does not enter into it. The practice is a necessary aid to identification in a land that has produced such numbers of us who have to sign ourselves, Yours faithfully, JACK JONES, Woodlands Cottage, Marvel Lane, Newport, Isle of Wight.



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CONRAN DESIGN GROUP



ARCHITECTURE-FASHION-GRAPHICS-INTERIORS-PRODUCTS-PHOTOGRAPHY-ADVERTISING-MARKETING

Making light of life

Today an exhibition called New Design for Old opens at The Boilerhouse at the Victoria and Albert. It is the inspiration and determination of one woman who has persuaded, argued, charmed, organised and finally won the first round in the battle for all of us to enjoy the whole of our lives.

Helen Hamlyn, who trained at the Royal College of Art as a designer, was given the wherewithal to set up a foundation by her husband, Paul Hamlyn, the publisher, as a 50th birthday present. In her words, this exhibition, sponsored jointly by the Conran Foundation and the Helen Hamlyn Foundation, furthers the foundation's objectives in several ways. These are to encourage creative solutions to everyday obstacles, to encourage students and experts alike to focus their professional talents on such problems, to encourage the commercial

A sense of personal identity and dignity

world to take note of a potentially lucrative market, and to make the general public realise that there are now more than 10 million people in the country who are over 60.

We appear to go through life with the blithe assumption that nothing will ever happen to us. Old age, in a commercial world which worships youth, is invisible to a consumer, although many people described as "old" refuse to fall into the conventional pattern.

However, at one time or other, and it may be very late in life, accidents do happen. Footholds and handholds are not as steady as they were. Failing eyesight and falling



Life gets easier: Helen Hamlyn in the kitchen designed by Roland Gibbard for independent living. Below, a model demonstrating heat-retention screens; and more traditional, a soft but firm wicker chair

health may not be involved, but even in one's prime, it can be terribly difficult to get the top off a jam jar or bottle, and with the onset of arthritis this is just one more problem of everyday life which could be made much easier through good design.

Why is it, Mrs Hamlyn asks, that the old may spend the last days of their lives in faceless, tasteless hospital wards, or in an environment where almost

everything is very ugly? It is important, she feels, that an aesthetic environment where a sense of personal identity and dignity can flourish should be preserved.

Helen Hamlyn has persuaded 17 internationally known designers to look at a number of everyday items. These include chairs, tables, something which will turn keys, a screen to maintain warmth in a room, a bed, a shower, a safe step ladder, a set of cutlery, overcoats and dresses, coatings which will enable keyholes and door handles to be seen in the dark, the "Independent Living Kitchen", and electrical appliances.

Looking at the exhibition, the viewer need not be old to experience a sense of wonder. Why can't a refrigerator which is two-thirds freezer and one-third refrigerator be commercially and universally available? Phillips of Eindhoven put their design team to work, and came up with an household appliance, which also has easy handles to open. The door is reversible so that

New fridges, hobs, beds and TVs

the appliance can be positioned with a left hand or right-hand opening.

The same amount of thought has gone into the halogen hob for the Independent Living Kitchen. The hob has heating elements at the back only, so there is no leaning to reach out for a pan which has to be lifted over a source of heat. The oven can be used as an ordinary oven, or for grilling, or as a microwave, and the controls are neat (though large).

The commonsense approach continues. Hartmut Essinger has a bed which grows – low when young, higher when you are old, with a selection of grips to help you in and out, if you need it, and a table attachment (which will also tilt) to take care of meals and reading and writing. His firm, Frogdesign, has also produced a TV set (with video and compact disc) which can be rotated through 90 degrees.

Something far less advanced but so simple that it takes a designer to think of it is Robin Day's re-design of a reflective screen which recycles heat, producing a warm zone within a room, which also economises on fuel and which is constructed of three lightweight panels covered in heat reflecting material. Robin Day, one of the great names of British design is 70 himself.

Kenneth Grange (design work includes the 125 High Speed Train cab exterior) has considered the problem of taking a bath or shower – an activity not only of personal dignity but also of danger – a large proportion of accidents happen in bathrooms to people of all ages. His solution to washing feet is ingenious and practical, as is the provision of three shower heads at differing heights, continuous handrails, and the seating and standing area.

The last two years have been hard work for Helen Hamlyn, and she has travelled widely, in particular in the United States, to see how other countries face these problems. She views this exhibition as only the beginning of what will be a lifetime of work – to change the attitudes, both public and private, to the way we will live the last third of our lives. She has the example of her mother, now in her 80s, but enjoying her life to the full, to spur her on. One of these days, it may well be that what she is telling us so plainly will be accepted by everyone.

Philippa Toomey

New Design for Old: May 29-July 3

SOME ISOLATED FACTS ABOUT BEING OLD IN BRITAIN.

One household in seven in the UK
is inhabited by an old person living alone.

One million old people have no regular visitors.

500,000 old people have no living relatives.

189,000 old people can't get in and
out of bed without help.

1,056,000 can't walk unaided.

For many people in Britain, old age offers little to look forward to. The isolation and frailty that it often brings can all too easily become loneliness and despair.

Yet by funding practical projects throughout the country which bring care to the frail, and contact to the isolated, Help the Aged is bringing thousands of old people new independence, and a new lease of life.

THE MINIBUS.

20,000 old people use a Help the Aged-funded minibus a week. Here's what it means to just one of them: "You have to be strong inside to live alone stuck in a wheelchair on the top floor of a tower block. I didn't get out for weeks on end, but now I have regular trips to look forward to. I can choose my own shopping – I couldn't before. I'd be lost without it."

So far we have funded 241 minibuses, and we aim to continue to place one on the road every week.

THE DAY CENTRE.

"After I lost my husband I was on my own for three years before I came to the centre. I was so lonely, and I started to wonder if it was worth going on. Now I have hosts of friends here, we do all sorts of things. Without it I'd just fade away."

A refuge from loneliness is not the only thing a day centre provides. Their warmth, and hot food are life-savers to thousands of old people. And staff and friends can keep a watchful eye over the welfare of their guests and direct help where help is needed.

Last year alone, 131 were supported by Help the Aged.

THE DAY HOSPITAL.

"Being old isn't different, just harder", says Community Sister Val Voak of St. Mary Abbots Day Hospital. "Old people take longer to recover than others – time that ordinary hospitals cannot give them. Here we aim to bridge the gap between hospital and home with a combination of treatments tailored to individual needs so full hospitalization can be avoided. Being able to get up off the floor, for example, can make the difference between managing at home – or not."

Day Hospitals provide much needed support for family carers too. Help the Aged has raised funds for 2 day hospitals; more are planned.

LIFELINE.

Imagine what it's like to be afraid to move about in your own home. "At about 9pm I slipped and went bang. I just lay there shivering all night until, by chance, a neighbour popped by at 11 the next morning."

Thousands of old people living alone are at risk from accidental injury, illness or intrusion. A Lifeline emergency alarm unit puts help instantly on call 24 hours a day. So far Help the Aged has placed over 500 in the homes of the most vulnerable, and will continue to do so.

Throughout the UK, Help the Aged is called on to support literally hundreds of other projects, too. And where a practical solution is beyond our reach, we're campaigning; for better pensions, fuel allowances, housing – a better deal for old people.

To find out more about our work, or if you would like to send a donation, please write to Help the Aged, Freepost, T4, St. James's Walk, London EC1B 1BD.

Help the Aged

Patron: HRH The Princess of Wales

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FOCUS

NEW DESIGN FOR THE OLD/2

How the Courtyard became a reality



English Courtyard Association houses at, top, Atwater Court in Lenham, Kent; middle, Lyefield Court, Emsay Green, Reading, Berkshire, and Walpole Court, Fiddleton, Dorset; privately financed developments based on traditional ideas of almshouses

When Noel Shuttleworth began to look for accommodation for his elderly mother 10 years ago, he could not find a place that combined a background of security and emergency help with running costs that could be met from a modest fixed income, and with a reasonable hedge against inflation for limited capital.

He concluded that the gap must be filled by privately financed development, and decided to do something about it, which is how his English Courtyard Association came to be founded.

Its developments are based on the traditional courtyard plan of almshouses and consist of terraces and courts of two-storey cottages and flats, with landscaped grounds. The intention is to create the relaxed atmosphere of the garden of a country house or an Oxford college.

That he was right in identifying a gap in the housing market is shown by the fact that the association's developments sell out quickly and have a waiting list. The firm was one of the first to build retirement homes at the upper end of the market, while McCarthy and Stone are the main specialists, having provided more than 4,000 homes at the lower ranges.

Britain's builders are always searching for new sectors of housing need, and with retirement and sheltered housing they found one ready-made and growing. In the last 20 years the number of men and women aged 65 and over has risen by one third, and their numbers are still increasing, yet care of the elderly is underfunded and the Government has been asking for greater private participation.

Research by the Housing Research Foundation carried out at the University of Surrey estimated the size of the market for sheltered housing at between 250,000 and 400,000, or even larger if the younger, active retired were attracted into purpose-built retirement accommodation. Yet the increased demand is not being met. Only some 8,000 units are being built annually, while a more realistic rate would be around

25,000, the research suggested.

Almost half of the elderly own their own home today, and in 20 years' time it is estimated this figure will rise to 70 per cent. Most elderly owner-occupiers have more than adequate financial resources to purchase sheltered housing units. At the same time—according to the Housing Research Foundation—about half of elderly people regard their present homes as unsuitable for retirement. Their main complaints are that the house is too large, the garden is too large, house maintenance is too difficult

Snooker tables and a bowling green

and the services too expensive.

A large number of companies are now involved in the provision of retirement care, with accommodation ranging from self-contained homes with a resident warden—or secretary, as some of the more sensitive upper-market schemes prefer to describe that post—to full nursing home care. One of the needs identified after the first homes were built was to provide for residents as they began to be unable to look after themselves.

McCarthy and Stone last year established a new division, Homelife Care, to man-

age its expanding residential and nursing care operations, and it intends to develop some six schemes a year. The aim is to look after owners from the moment they buy. John McCarthy, chairman and managing director, explained that they wanted to provide "a total caring environment for the elderly so that if a resident's condition changes there is no need physically to transfer from one home to another." Their first home, at Beahill, encourages residents to pursue their own interests, and provides a games room, snooker tables and a bowling green.

"We are moving into a new era of life care for the elderly which has the dual effect of reducing pressure on community resources and enabling the elderly retired to maintain a happy and dignified lifestyle," says Mr McCarthy.

The Lifecare group also believe in "continuous care in retirement", and argue that their medical and health care management skills give them significant advantages over the traditional housing developer. Noting that many existing sheltered housing units are very small, about 400 square feet, they see this as unattractive to the active elderly market, where a middle-class couple will be moving from a large family house of perhaps 18,000 square feet. They try to avoid the "title

box" style of retirement home, and provide a two-bedroom cottage of 950 square feet for around £56,000 or flat of 830 square feet from about £42,500. In design they emphasise flexibility, so that, for example, a ground floor room can be converted into a bedroom as the owner gets older.

As firms have joined the retirement business, design faults showing a lack of thought have emerged: taps difficult to turn (many developments now have easier lever taps), window catches just too far to reach across

Special needs that are simple to meet

kitchen appliances for a smaller person, security spy holes set too high for many older people.

These have gradually been eradicated, though not in all cases. Lifecare, and many other developers, try to provide what is wanted and required: stairs with a decreased gradient, and designed to accommodate a chair lift; outward opening doors so that if an occupant falls behind a door it can be opened; electric sockets placed higher on walls to avoid the need to bend. Many of the improvements are simple features, which nevertheless make so much difference.

Peter Edmondson, of Anglia Secure Homes, which began operations in the Tendring area of Essex, a favourite retirement area, admits that his firm have made changes in response to residents, and believes it is vital to listen to what they have to say. His fast expanding company, due to go public in July, also listens to the providers of local services, in order that it will fit into the community.

Because of the need to have developments within easy walking distance of a town centre, and generally on flat ground, sites can be difficult—and resented unless the developments are sensitively done. That is why Anglia's flagship development at Bury St Edmunds has a natural slate roof costing an extra £30,000. "We build to a high quality and try to blend in to historic towns," Mr Edmondson says.

Anglia provide homes for people over 60 and have plans for "intermediate care" developments allowing customers to move on within the same firm as they get less active. For many developments, the lower age qualification is 55.

For all customers, the two crucial concerns once they have bought their retirement home are the standard and cost of maintenance and management. Even if owners have traded down from bigger houses and have some money, the finances are often a worry, and one of the most common questions from potential buyers is about the cost of maintenance and services. Many of the developments are handed over to outside contractors and housing associations for their provision.

In other developments, special leasing arrangements are operated. English Courtyard Association, for example, operates a scheme where in certain cases it may be possible to offer buyers a life lease through its own management company. This can be particularly attractive to older buyers, reducing their capital outlay substantially.

Christopher Warman
Property Correspondent

Contentment in the quad

When Sir Henry Birkmyre, 2nd baronet, was considering moving in 1981 with his wife Doris from a large house and garden as they got older, he saw an advertisement in *The Sunday Times* for a retirement home at Wadhurst in Kent, built by the English Courtyard Association.

"We did not look around at property at all when we decided to move," Sir Henry said. "I saw that these people (ECA) were building their third development and that it was near Tunbridge Wells. That was good, because my daughter lives at Pembury. We were one of the first to apply and the second to move in. When my daughter and I saw it, it was just a very hilly site, but we saw the plans."

He moved to Crittles Court at Wadhurst, a few steps from the High Street, which was completed in 1982. With other ECA developments it won a Housing Design award in 1983 and in 1984 won an award for "soft landscaping". The development consists of 18

two-bedroom cottages, seven two-bedroom flats and four three-bedroom cottages, and is made up of four simple terraces forming a quadrangle—a reflection of the Oxford college or courtyard design which provides the architectural inspiration.

Sir Henry, who saw action in France in the First World War in 1917, and later spent many years with a trading company in India, is 88. When they moved to Wadhurst in February 1983 from Cooden Beach, they were not entirely happy about leaving for a smaller house. "We had to do a good deal of telescoping of our furniture and belongings and we detested leaving the garden. My wife is a very keen gardener."

Sir Henry considered the value of purpose-built retirement homes. "They vary a lot, of course, but I believe they are a very good idea. The perfect one was never built, of course, but now I could think of nowhere we would rather be."

Three score years, and then...

Britain's old are getting older and there are many more of them. A decade ago the highly predictable increase in the numbers of the elderly, if we can for a moment so crudely characterize anybody over the age of 65, was already taking place. The increase, however, seemed but a small cloud on the horizon of Whitehall's planners.

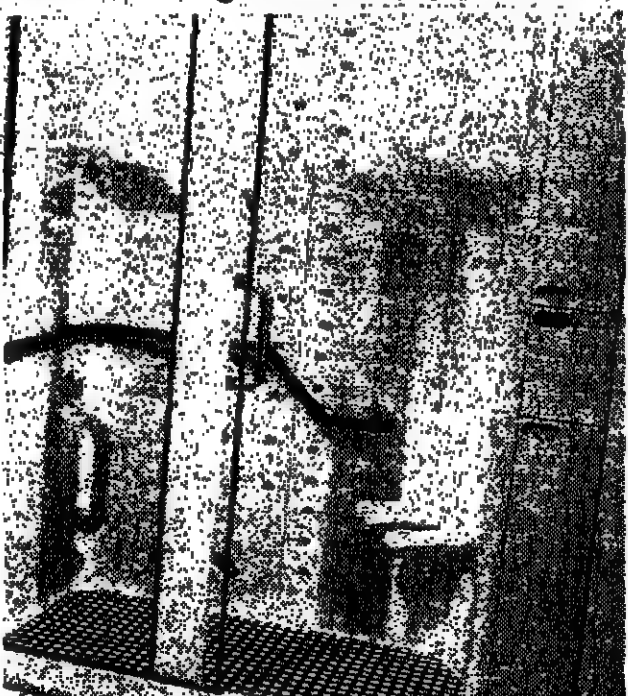
Today the rise in their numbers, and particularly the increase in the numbers of the "old old", those aged over 75, affects great swathes of the national life, from the debate over future pension provision, to the strain they put on the health service, to the rising demands for social services, to the explosive opportunities their increasing numbers have opened up for the private sector, whether in providing retirement homes and flats, sheltered housing, residential or nursing homes.

Thirty years ago, the achievement of Lord Shaw, who died recently aged 101, in continuing to function as an effective politician almost to the end, would have been even more remarkable than it is today.

In 1951 there were an estimated 271 people in England and Wales aged over 100. By 1981 that figure had risen ninefold to 2,410.

The reasons for the increase lie partly in demographic trends, but also in greater prosperity, environmental improvements and to some extent to improvements from modern medicine, the chief of which is probably the development of antibiotics.

Of these factors environmental improvements that have gone with greater pros-



Sit-down shower: Adjustable-height device allows comfort in the cubicle

perity are probably the most important.

The numbers aged over 65 have been rising steadily for 30 years so that the proportion of the population past male retirement age reached 15 per cent in 1981, against just 11 per cent in 1951. By the early 1990s, the numbers aged over 65 will have risen by something over a further 500,000, but the total number past retirement age is expected then to peak.

Within that group, however, those aged 75 and over are expected to continue rising. By the year 2006, their numbers will have risen by 10 per cent to more than four million.

Such increases do not sound all that dramatic. But their implications for services are. In 1981 it was estimated that nearly one quarter of health spending went on those aged 75 and over, despite the fact that they made up slightly less than six per cent of the population.

But if the numbers of elderly are growing, their characteristics are also changing. The "young old", those now reaching and just past retirement age, are fitter, more active and better off than their predecessors. The growth in occupational pensions, the spread of home ownership, and even the introduction of the State Earnings Related Pension Scheme (SERPS) a decade ago, all mean that a significant proportion of those retiring today have more money to spend, and, perhaps, expect more of their retirement than generations who tacitly accepted that retirement would last only a few years.

At the same time, while many pensioners are better off than their predecessors, large numbers of them still live in poverty or on its margins. Thirty per cent of those above retirement age live at or below the supplementary benefit level; one-third of homes unfit for habitation are lived in by the elderly; and in 1982 one million pensioners had less than £200 capital, thus turning any form of unforeseen expenditure into a crisis.

The result of a generation of pensioners retiring who are in many cases better off has been an expansion in homes and housing aimed at their needs and at the money they have to spend. But the catch is that even if the "young old" are fitter and more independent than their predecessors, they

will still continue to age and grow frailer, and all the indications are that it is the state that will continue to have to take the burden of caring for them.

In health service terms, the private sector does little for the elderly, precisely because the costs are so high. Those past retirement age find it increasingly difficult to take out private health insurance, and increasingly expensive to maintain if they do have it.

The Government's social security policy, whether by design or accident, has led to an explosion in private and voluntary provision, though chiefly private provision, in residential accommodation for the elderly through residential and nursing homes. The number of places in such homes has rocketed in recent years, but the social security system often remains their financial backbone.

Between 1978 and the end of 1984 the number of places in such homes rose from 7,000 to more than 42,000. The bill rose 20-fold and the price per place five-fold at a time when inflation rose by 70 per cent.

The result has been government action to keep charges for such homes down and increasing worries about whether an uncontrolled expansion in residential and nursing homes, whether the applicant qualifies for supplementary benefit, is the right way to go. At present there is no assessment of whether someone moving into such accommodation actually needs it. With the cost to social security ranging from £120 a week to £230 it is highly expensive compared with the cost of providing home help, meal on-wheels and other services that could allow people to continue to live in their own homes.

The crises that have occurred in Australia and the United States, both in the cost of caring for the elderly through large-scale provision of old people's homes and the difficulties of monitoring and maintaining standards in them, seriously worry critics here.

But pilot studies are due to see if local authority social services departments could carry out assessments of whether residential care is needed before social security agrees to meet the bill, or whether people could be better helped by other, less expensive, forms of social service care.

For such an arrangement to work, however, some new contract between central government spending and local authority social service provision would be needed to ensure that local authorities had the resources to meet the needs.

Nicholas Timmins
Social Services Correspondent

AT 75, LIFE'S NO FUN ON YOUR OWN!



Abbeyfield defeats loneliness

An increasing number of elderly people suffer from loneliness and isolation. But in an Abbeyfield house, there's company. 8-9 individual, self-furnished rooms means friends around.

In over 930 houses Abbeyfield offers an imaginative design for living to elderly people. The need for more houses is growing fast. A donation, a covenant or a legacy from you will help Abbeyfield open more houses—each of which subsequently becomes self-financing.

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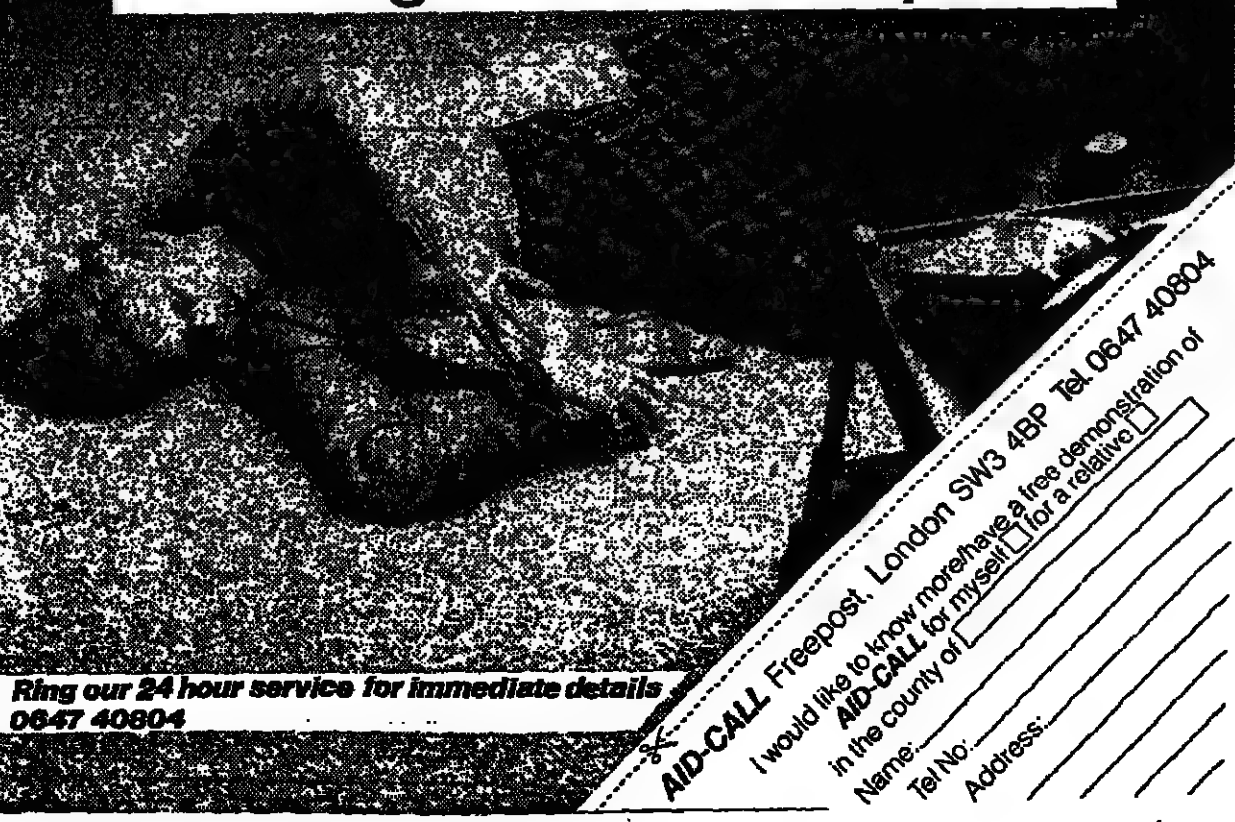
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Nottingham NG2 5HD. Telephone: 0602 254281.

GENERAL APPOINTMENTS

May 29, 1986

As one who helps redundant executives to get back to work I spend some time with them studying and trying to interpret classified job advertisements. It can be a somewhat frustrating process. In describing here the impact of some types of advertisement on target readers my purpose is to be helpful, not just critical.

Being a "national" leader in a field is becoming quite modest. "World" leadership is taking over. Why do "dynamic" and "progressive" leaders so often want to remain anonymous? Surely the mere name, if the claim is true, would be enough. ICI does not proclaim itself a "world leader" in chemicals, nor Unilever in the field of detergents, edible fats and frozen foods.

The wording of the "person" descriptions can be rather opaque. "An experienced young graduate" opened the stream of hyperbole of a recent advertisement. In what, I asked myself, would a young graduate be experienced? Is it sex, drinking or beating up lecturers?

In due course the requirements became a little more explicit — "who has at least one year's relevant work experience". "Not entirely raw" perhaps, certainly not "experienced".

Some of the language is now so common that the ads in ordinary plain English are beginning to stand out. Jobs are "exciting". Businesses are "competitive". I thought all the private sector was competitive, apart from a few denationalized monopolies. Positions are becoming "demanding".

I must have been very unlucky. Every job I've had in my career has been "demanding". One cannot object to "opportunity", a common word now, but a recent "demanding position" presented a "real opportunity to join the X Group".

The personal qualities sought, often for modest salaries, are positively Olympian. One of the "demanding" positions required "an innovative approach, determination, well-developed interpersonal skills and a high degree of



Big companies that term themselves 'dynamic' and 'thrusting' may frighten job-seekers, says Terry Lyons

self-motivation". "Dynamic", "thrusting", "hardworking" and "ambitious" are further examples of those qualities which are hardly likely to cut down by much the number of unsuitable applicants these ads will generate. A modest and realistic client of mine once said: "I am not a hard-nosed, aggressive, thrusting innovator who seeks to lead a team of dynamically motivated young people. I'm just a good finance director. If I took any notice of the

ads, there is hardly a job I could apply for."

Space could be so much more profitably used if advisers and those who advise them would understand that simply specifying the qualities of the President of Utopia will only deter the occasional and unusually objective self-evaluator — who could well be the person they really need.

There is a fashion of using the rather patronizing approach of "you will be ...". My own reaction

would be to feel even more determined to take this as a personal challenge that I cannot decline.

At the end of it all, some ads convey so little factual information about the nature of the work and the true level of the skills required that even the best candidates may be unable to marry their qualities to those actually needed, or indeed may not apply at all.

To be constructive, may I suggest how an executive job advertisement should be put together?

●Don't invite every self-opinionated egotist to write to you.

●Work out a job description.

●Write an "occupant" specification in terms of the minimum requirements.

●Draft the ad so that as far as possible the job demonstrates the qualities needed.

●Start with the job title — eg. Export Sales Manager — as a heading.

●Describe, the product involved — eg. Specialized Agricultural Machinery.

●Describe any important job limits — eg. Northern and Eastern Europe.

●Precisely the job description — eg. "To develop existing markets and open new outlets. To liaise between customers and the company's design and manufacturing departments. To develop and maintain after-sales service."

●Indicate size — eg. number of reps and back-up staff, turnover or volume. If breaking new ground, say so — a rare case where the word "challenge" would be justified.

●Describe contacts, environment, constraints — eg. "considerable travel and contacts with foreign governments, import agencies and users."

●Essential qualifications now become a logical refinement. In this example "HNC in Mechanical Engineering" would be a reasonable minimum. "A Scandinavian language or German to business standards" would be another reasonable essential.

●A minimum previous salary is a good way of indicating the level of person you want.

●If you have room to add "desirable" qualities of the perfect candidate — eg. chartered engineer, economic knowledge of the area, Russian language — do so.

●State location of post and "basic salary of not less than £K pa". "Five figure salary" (£10 to £99K) and "outstanding benefits" (car pension & BUPA) are meaningless. A significant incentive bonus or profit sharing scheme is worth mentioning.

●Say who you are.

Of course the ad will be a bit dull compared with the "Are you the committed man or woman to lead this dynamic growth leader into the exciting challenge of Eastern Europe" stuff (perhaps with a silhouette illustration of an aggressive sales manager). But it does communicate to the people with whom you want to communicate, and it gives a dignified impression of a business that knows whom it wants and why. Terry Lyons is an associate director of Pauline Hyde & Associates, and former President of the Institute of Personnel Management.

Appointments Phone: 01-481 4481

Appointments Phone: 01-481 4481

Consultancy—the route to Top Management

Manufacturing

MRP/MPRII, OPT, JIT, CIM, CAD/CAM, FMS, robotics

Information Technology

Comms, OA, mainframe/minicomputer, micro, manufacturing.

Distribution/Logistics

Strategy, computer-controlled systems, warehousing, stock control, hi-tech materials handling, transportation.

£17-35,000

MKA Search International Limited
MKA House
King Street
Maidenhead
Berks SL6 1EF

We have been briefed by a range of highly prestigious management consultancy clients to help them search for the best young talent in the country.

They can equip 'fast track' men and women for tomorrow's top management positions by broadening and deepening technical and interpersonal skills through a wide variety of assignments.

The significance of management consultancy is reflected in frequent advertisements for consultants in the national media, but which ones should you consider? Our experience can help you choose.

We would like to meet high calibre, numerate graduates in their late 20s or early 30s who have planned and/or implemented radical changes in strategies and computer-based systems in either line or support management roles.

Your experience will have been gained in recognisable blue chip companies who operate advanced systems and who are genuinely forward thinking about change.

To discuss your next career step, please telephone:

Chaire Hyslop Allen Brown
0905 612261 office 0628 75956
0905 354599 home 0753 883288

Send us your CV to the address below quoting your daytime telephone number.

MKA

Project Manager: Your next move

Reading

As one of the leading computer manufacturers of mini, micro and desk top computer hardware and software, our client is at the leading edge of this marketplace, developing systems on an international basis and it is within their major software development area that they are seeking a key individual.

Initially responsible for the instigation of project quality goals, you will assist in their achievement across a wide range of development projects, furthermore your skills will be required in a problem identification and trouble-shooting role within such project teams.

Lloyd Chapman Associates

c.£23,000 package

With a minimum of 8 years' software development experience you will currently be in a Project Management position, and have experience of achieving project team goals within budget. As a motivated individual you will be expected to influence the use of particular project tools by your communication techniques both within project teams and to senior managers.

In return, our client offers an excellent benefits package and a progressive career progression scheme. For further information contact Tom Crawford quoting Ref: GP009 or send your details to him at the address below.

International Search and Selection
160 New Bond Street, London W1Y 0HR
Telephone: 01-408 1070.

ARE YOU DOING THE JOB YOU WANT TO... OR HAVE TO?

Many of us are so involved with the jobs we're doing and the responsibilities we have that we seldom stop to wonder whether we are making full use of our potential.

We are working because we have to — we have mortgages to pay, families to support, rates, gas, electricity and the list goes on. These are not so much excuses as facts of life.

Another fact is that most of us have a nagging doubt that we could be doing better but we just don't know what to do about it.

Chusid Lander has changed all that.

We are a group of specialist career consultants whose sole function is to guide executives and professional people and help them achieve their individual objectives.

We guarantee that we will commit our time and effort until you are satisfied that your career objectives have been realised.

For thirty years we have been striving for the best. Now it's your turn!

Telephone us to arrange a confidential personal assessment without obligation, or write to The Administrator Ref: A/1 A/6/1 35/37 Fitzroy Street, London W1P 5AF — enclosing a brief career summary.

LONDON 01-580 6771 MANCHESTER 061-228 0089
BIRMINGHAM 021-643 5102 NOTTINGHAM 0949 37911
BRISTOL 0272 22367 GLASGOW 041-332 1502
BELFAST 0232 621824

CHUSID LANDER

THE RANK FOUNDATION

The Directors of this major national grant-making trust invite applications for the position of

GENERAL APPEALS ADMINISTRATOR
The position arises following the centralisation of the administration of a number of associated charities and the re-assessment of responsibilities within the company.

The successful applicant will be required to assess applications received, monitor grants made and seek out projects worthy of support with a view to advising the Directors on the effectiveness of their general grants policy. An ability to interpret financial information is essential.

The initial salary offered will reflect the responsibility of the position and a 1600 cc car will be provided together with BUPA private medical insurance and the opportunity to participate in a contributory pension scheme.

The position will be based in London.

Applicants should apply in their own handwriting and provide a full C.V. and the names of two referees to The Chairman (Appeals), The Rank Foundation Ltd, 12, Warwick Square, London, SW1V 2AA.

Area Sales Manager - Copiers c£20,000

Reporting to the commercial manager you will have an excellent sales ground within the Photocopier market. Ability to carry out a dealer support role - selling out copiers and controlling product flow from warehouse to end user. If you have sales and management training skills and above all possess communicative and demonstrative expertise - we need to talk to you.

Our client, a major force in this highly competitive market, is offering an excellent package. Basic salary £12,000, OTE £20,000. Fuel injected company car and usual benefits apply.

Call Peter Wynn NOW on 01-629 7262.

SALES & MARKETING APPOINTMENTS
7 PRINCES STREET, W1: 01-629 7262

A CHANGE OF COVER

A firm commitment to do your best. The Alan Carter is currently offering to men and women who are equally committed to success.

Last year alone we spent over £2 million on training programmes for our sales associates (25-50) and many of them went on to reap the rewards. We are an equal opportunities Group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.

For an interview or further details call Peter Richards on 01-637 7200. London and Home Counties.

SALES NEGOTIATOR

Enthusiastic, energetic, hardworking sales negotiator required for fast moving firm of estate agents. Mid 20's. Great career prospects. Car owner. Experience preferred, but not essential.

01-736 6099

GENERAL APPOINTMENTS

Area Sales Manager

A key European role with a major firm manufacturer. A major UK manufacturer of consumer goods (cigarettes, tobacco, cigars) actively involved in export markets now seeks to expand coverage in certain South European markets by the appointment of a suitably qualified Area Manager.

We are looking for a sales professional, in the 27-35 age range, experienced in the sale of similar or related products, preferably with some knowledge of the duty free trade.

Reporting to the European Sales Manager, the ASM will be responsible for the profitable achievement of budgeted volumes in the specified area of Southern Europe—Mediterranean/Adriatic/Balkans etc., operating within agreed financial parameters.

Based at Divisional Office in West London, the job requires mobility with up to 50% travel abroad. Fluency in at least one foreign language (German/French/Italian) is a pre-requisite, as well as the ability to demonstrate initiative, self-motivation and good communication skills at all levels.

An attractive salary package of c.£15,000 is offered, with other fringe benefits and a company car.

Please write in the first instance enclosing a comprehensive CV to David Miller, Managing Director, (Ref DLM 659), Robert Marshall Advertising Limited, 44 Wellington Street, London WC2E 7DJ.

ROBERT MARSHALL ADVERTISING LIMITED

LOUGHBOROUGH UNIVERSITY OF TECHNOLOGY

DIRECTOR OF THE UNIVERSITY DEVELOPMENT OFFICE

LUT is one of the most successful universities in the country, producing graduates keenly sought by employers and attracting strong financial support from industry, commerce, research agencies and philanthropic organisations for its research. This new post has been created to provide the impetus and direction to enable the University to expand its fund-raising activities. The Director, will work closely with the Vice-Chancellor and other senior officers, will be expected to foster greater external awareness of the University's very considerable achievements and potential.

Energy, drive and commitment of a high order are essential, as well as the personal qualities necessary to represent the University effectively to possible donors of all kinds. A good track record in a similar job would obviously be an advantage, but other candidates with relevant educational, industrial or commercial experience will be considered if they can demonstrate aptitude and passion for the post.

Remuneration is unlikely to be a constraint on recruitment of the right candidate, prospects will be clearly related to performance.

Those interested should obtain further particulars and an application form from the Registrar. Closing date 20 June 1986.

Loughborough Leicester

Principal Tutor, Management TSB Management College

Negotiable £20,000+ and car/banking benefits

TSB is a major banking and financial services Group and it is developing rapidly. The Group's residential Management College near Solihull has recently been extended to enable it to provide close support to senior managers as they meet the extensive changes within the Group and those affecting the finance sector at large.

The Principal Tutor, Management will join a small senior team reporting to the Director of the College.

The main responsibilities of the post include:

- developing and directing general management training programmes, sometimes with external agencies
- teaching management subjects and providing an input to the full range of College programmes
- contributing to the development and application of assessment centres and personal development programmes
- advising and assisting operating companies in their own management education programmes.



The job holder will work closely with the Group Management Development Department based in London. This, like the College, is the overall responsibility of Barry Welch, Controller, Group Management Development & Training. Candidates should be professionally qualified in the behavioural sciences, have counselling and consultancy skills, and show evidence of innovation and leadership—preferably as a manager in a demanding business environment.

Those under 40 are unlikely to have the experience and maturity required. Priority will be given to someone able to take personal advantage of the excellent career prospects within TSB.

This is an opportunity to join an innovative and results-oriented Personnel team committed to a major change programme and working to the highest professional standards.

Please write with personal and career details to: Head of Personnel Services, TSB Group Central Executive, PO Box 33, 25 Milk Street, London EC2V 8LU.

Turner Collection

New Appointments in the Clore Gallery

Senior Curator

You will work to the Curator of the Turner Collection and will be responsible for the day-to-day management of the Clore Gallery and its collections. Work includes cataloguing the works on paper in the Turner Bequest, organising temporary exhibitions and preparing catalogues. You will also deal with public enquiries, including giving 'on the spot' opinions on works of the Turner period, and organise surveillance of the Study Room. Appointment as Curator C or D.

Junior Curator

You will work closely with the Senior Curator assisting in many of the duties involved in the day-to-day running of the Gallery. Appointment as Curator D or E.

For both posts you should normally have a degree in a relevant subject with 1st or 2nd class honours or an equivalent or higher qualification plus:

adequate knowledge of Turner's work in all fields.

For appointment as Curator C you must have demonstrated a very high degree of skill and performance in research, and be an accepted authority in a particular field of 18th and 19th century British art, preferably Turner.

Salary (under review): as Curator C £13,430-£19,725, Curator D £11,680-£15,165 or Curator E £9,815-£12,630. Level of appointment and starting salary according to qualifications and experience.

For further details and an application form (to be returned by 19 June 1986) write to Civil Service Commission, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours).



Please quote ref. C/21362. An equal opportunity employer

BUSINESS PLANNING & INFORMATION SYSTEMS FINANCIAL SERVICES

The Fizzell Group is one of the Country's leading insurance broking and Financial Services Groups with offices throughout the UK and growing international interests. The core business is a private motor and general insurance account placed at Lloyd's which provides a client base in excess of 1.5 million. Statistical and interpretative analysis of business performance plays a key role in the Group's operational and strategic planning.

SENIOR PLANNING ANALYST

Circa £44K

The prime role of the SPA is to co-ordinate the input from various internal planning bodies into the planning system and to assist in auditing plans against the strategies and objectives of the business. Research and technical support is given to the planning groups to provide common reporting standards. There is also responsibility for the production and interpretation of performance data to support decision taking at the highest level.

Applicants must be qualified to degree level with a numeric bias and must have relevant commercial experience. Computer applications involvement in an IBM environment with Lotus, Symphony, Planolab or Mantis software will aid easy assimilation of existing systems.

INFORMATION ANALYST

Circa \$41K

Reporting to the SPA the Information Analyst is operationally responsible for the production of both regular and ad hoc reports covering every facet of the Group's business. Scrupulous attention to accuracy and documentation standards and the ability to meet hard deadlines is a key requirement. A statistical or mathematical bias is a fundamental requirement and exposure to an insurance environment would be a distinct advantage.

The Company offers an attractive range of benefits including comprehensive relocation arrangements where appropriate.

FRIZZELL

Please write in the first instance with CV to S M Woolridge, Personnel Manager, Frizzell (Consumer Services Division), Frizzell House, County Gates, Poole, Dorset, BH13 6BH.

INFORMATION/RESEARCH ASSISTANT

We are a rapidly expanding group, in the financial services sector, and are looking to recruit a graduate assistant for our Deputy Chairman.

The successful applicant will be based in London and Surrey, and their duties will include the retrieval and distribution of information, the preparation of management reports, and the summarising of reports.

A graduate of business studies, or similar, with qualities of enthusiasm and self motivation, who is not afraid of hard work and is well organised, should write in the first instance to BOX AD1, The Times, 1 Virginia Street, London EC2N 2AT.

SOUTH EAST ASIA PETRO/CHEMICAL

Project and Senior Management level design, development, construction, commissioning, operation and maintenance staff for future projects on and off shore. Degree level qualifications necessary plus minimum of 8/10 years post-graduate experience. Please submit current CV, passport photo plus support documentation to:

GEF, 12/13 The Broadway, W1P 1TH, England. Interview 9.4.86 Tel: 01-463 8131 (Mr. Conn)

GENERAL ADVERTISEMENT MANAGER

A General Advertisement Manager is required by Yellow Advertiser Newspaper Group, which publishes 31 titles in Essex and the London area. The Group has developed in the past 10 years some of the most progressive and innovative free newspaper policies in the country, as a result of which it now has a turnover of £28 million p.a.

In keeping with the group's status as a market leader, the man or woman sought will have a proven track record in advertisement sales, will have reached a senior position in the newspaper, or similar, industry and will have the potential to be developed rapidly in to Advertisement Director of this dynamic young company.

A knowledge of telephone sales techniques and organisation would be a most valuable attribute, as would an understanding of the advertising agency scene. But most important are those qualities of leadership, character and determination which, taken together, produce advertising sales success. Salary circa £26,000 + BMW car.

Apply with full c.v. (in confidence) to: Howard Green, Managing Director, Yellow Advertiser Publications Limited, Acorn House, Great Oaks, Basildon, Essex, SS14 1AH.

MEDICAL RESEARCH COUNCIL SCIENTIFIC ADMINISTRATOR

Science graduates interested in a career in research administration are invited to apply for appointment as a Scientific Administrative Officer in the Council's London Headquarters Office.

Scientific Administrative Officers have an important part to play in the administration of the Council's support for biomedical research: they act as the links between the research community and the Council's decision-making Boards and Grants Committees and contribute to the work of the advisory committees and working parties. In addition to challenging administrative responsibilities, they are expected to develop an awareness of the latest developments in medicine and biology through contact with research workers at all levels.

The successful candidate is likely to be aged between 28 and 40 with experience of biomedical research at a post-doctoral level, and with a broadly-informed interest in, and enthusiasm for, medicine and the biological sciences. Experience of administration would be an advantage. The initial appointment will either be centred on day-to-day liaison with applicants from Universities, Hospitals and Medical Schools for the Council's own research establishments and with its many scientific advisory committees.

The Council's headquarters staff are appointed on terms and conditions analogous to those of the Civil Service. Subject to satisfactory completion of a 2 year probationary period, the appointment will be permanent. The salary scale (Senior Scientific Officer grade) offered is £9,772 to £12,653 plus £1,365 London Weighting and a contributory pension scheme with pay supplement.

Further information and application forms may be obtained by writing or telephoning to Mrs B Price, Medical Research Council, 20 Park Crescent, London W1N 4AI (01-636 5422 ext 237); the closing date for applications is 10 June 1986.

An Equal Opportunity Employer

LONDON & SCANDINAVIAN METALLURGICAL CO LIMITED

PROJECT LEADER/ASSISTANT SECTION LEADER

A vacancy exists for a Project Leader/Assistant Section Leader in the Chemical Section of our Research & Development Department.

While some aspects of the work are of a routine nature, we are seeking a person who can make a significant contribution, particularly in the area of glass polishing. The work will involve the formulation, testing and development of new products and processes from the Laboratory through to production scale.

We expect that the successful candidate will have an honours degree, probably in Chemistry or Ceramics/Material Science and two or three years experience in a relevant research or production environment, however more recent graduates will also be considered.

Apply in writing to:

The Personnel Manager
London & Scandinavian Metallurgical Co Limited
Fullerton Road
ROTHERHAM
South Yorkshire S60 1DL

TRANSLATOR

English/German

Frankfurt

DM Neg.

Our Client, a leading German bank, requires a translator to be based in their head office in Frankfurt. As part of a team of translators, the candidate would be required to translate documents of a banking, economic or EDP nature between English and German.

Educated to degree level in either German or Economics, the ideal candidate should have English mother tongue with a perfect knowledge of German and possess relevant experience gained either as a translator or within a banking environment.

Please send a detailed Curriculum Vitae, stating salary expectations, to: Alison McGuigan, Jonathan Wren International Ltd, 170 Bishopsgate, London EC2M 4LS. Tel: (01) 623 1266.

Jonathan Wren International Ltd
Banking Consultants

REPORTERS

Radio Lincolnshire

(Contract)

Radio Nottingham

£8,528 — £10,581

plus allowance of £569 p.a.

BBC LOCAL RADIO

We are an equal opportunities employer

We're now looking for young, reliable and enthusiastic reporters to join our lively newswriters at Radio Lincolnshire and Radio Nottingham.

For Radio Lincolnshire, this will be a minimum six month contract, helping cover one of the largest editorial patches in the country. Ideally, you will have newspaper and/or radio experience. (Ref. 8885/T)

For Radio Nottingham, we need at least three years' journalistic experience. (Ref. 8816/T)

For both positions, good microphone voice and current driving licence essential. Contact us immediately for application form (quote ref. and enclosure s.a.e.) BBC Appointments, London W1A 1AA. Tel: 01-927 5789.

Play a vital part in the future of tourism in London

Salary range £12,839 - £15,773 (under review)

London Visitor and Convention Bureau is the official tourist board for London, responsible for the management, development and promotion of tourism in the capital. We now have opportunities for two people to join our small, professional management team.

Development Manager

A key role with responsibility for administering a grant aiding scheme for tourism development projects; providing development advice to tourism businesses; stimulating investment in new projects; and monitoring all tourism development proposals in London.

It therefore calls for a first-class communicator, aged 28-35, with degree or professional qualification, a sound financial background and several years relevant commercial experience. An understanding of public sector funding, experience of tourism or leisure industries and a good knowledge of London would all be advantageous.

Research Manager

You will provide a comprehensive research service, including the commissioning of surveys on London's tourism industry; collection and analysis of tourism statistics; and obtaining joint funding for research projects.

Aged 28-35 and educated to degree level, you should have several years commercial experience in statistics or research together with good analytical and communication skills.

If you have the expertise to make a significant contribution to our continuing development, telephone or write to an application form to:

The Personnel Department,
London Visitor & Convention Bureau,
28 Grosvenor Gardens, Victoria,
London SW1W 0DL. Tel: 01-720 3450 ext. 224.



CHIEF FUNDRAISER HOUSING CHARITY

The Housing Associations Charitable Trust is one of the largest housing charities in the UK and works very closely with voluntary housing movement helping house homeless people. The Trust is an equal opportunities employer.

The Trustees are seeking an enthusiastic and dynamic executive to organise a major appeal and to set up and run a permanent fundraising department. The previous advertisement did not result in an appointment and the Trust is re-advertising.

The person selected will have a commitment towards housing disadvantaged people.

Amongst the skills the Trustees are seeking are, if possible, experience in fundraising at a senior level, but this is not essential. They are however, seeking a person who has senior management experience, has creative ability and is a good communicator and somebody who is capable of guiding and working with a top level committee.

The salary will be according to experience, but it will be in the region of £17-20,000 per year. If interested, please send CV with a handwritten application to:

The Director
The Housing Associations Charitable Trust
175 Gray's Inn Road
London WC1X 8UX

By Friday 27th June. Telephone enquiries will not be accepted. Previous applicants need not reapply.

LUXURY CRUISE LINE

requires SHIP'S DOCTOR OCEAN CRUISE LINES

for forthcoming Scandinavian season. Immediate position available for the season, or permanent basis. Please call or write with full details and current photograph to:

Ocean Cruise Lines (UK) Ltd,
10 Frederick Close, Stanhope Place,
London W2 2HD
Tel: 01-723 5557.

EXECUTIVE JOB SEARCH

Are you earning £20,000—£100,000 p.a. and seeking a new job?

Connaught has probably helped more executives to find new appointments through its successful executive marketing programme than any other organisation.

Contact us for a free confidential fee assessment meeting, if you are currently abroad, ask for our Expert Executive Services.

Telephone: 01-734 3875 (24 hours)

Connaught

32 Saville Row, London, W1

TRAINEE BROKERS

Positions have been developed for Trainee Brokers within the UK's most dynamic Brokerage. The successful applicant aged 25-35 will enjoy comprehensive professional training and an unrivalled career path. Telephone Peter McEwen on 01-429 0504.

BELGRAVIA TOUR OPERATOR

Sends bright, enthusiastic Travel Person with pleasant telephone personality and some typing. Fluent French would be a definite advantage. Five day week including alternate Saturday morning. Please fill in on 01-235 0070. Time Off Limited.

GENERAL APPOINTMENTS

CONSERVATIVE RESEARCH DEPARTMENT DESK OFFICERS

Applications are invited for one or more posts within the Conservative Research Department. The Department's activities consist of briefing the Parliamentary and Constituency parties, liaising with Ministers, and providing information required for political campaigning.

The successful candidate(s) will be expected to work in the Department up to and beyond the next general election. They must have proven academic ability, political flair and a clear, terse style of written English. Candidates will be asked to submit written work before interview. Salary open to negotiation.

Write with Curriculum Vitae to:

The Director,
Conservative Research Department,
32 Smith Square,
London SW1P 3HH

ARE YOU EAGER FOR SUCCESS? ARE YOU AVAILABLE NOW?

As a result of our continued growth we require several MANAGEMENT CONSULTANTS to maintain our development.

Could you be one of them?

You must be highly motivated with an appetite for achievement. Your successful track record will show that you are thoroughly experienced in the business to business area and capable of problem solving for small and medium sized companies, be they financial, commercial or manufacturing.

You will receive comprehensive training and the back-up necessary. A first-rate remuneration package commensurate with effort is offered.

If this is your sort of challenge and you are free for an IMMEDIATE START to join our expanding team, please send complete career details to Mark Quinney, Ref: T1500, Independent Consulting and Management Company Ltd., Universal House, 56-58 Clarence Street, Kingston-upon-Thames, Surrey KT1 1NP.

TECHNOLOGY OR BUST?

The sheer pace of technological advances today can quickly out-date the relevance of every hard-earned C&G, ONC/D, HNC/D or degree.

And as your skills get left behind, so do you.

But there is one positive way to keep ahead of the field - and be highly sought after by industry.

By taking up one of the many leading edge new technology courses.

The Manpower Services Commission has joined forces with some of Britain's foremost universities, polytechnics and colleges.

Together we've analysed what expertise industry and business must have now - and anticipated what skills and knowledge technicians, engineers and scientists will need tomorrow: a time when we predict a chronic shortfall in the number of technologists needed by industry. The result is over 80 courses offering more than 1500 places, at all levels from HNC to Master's degree at colleges throughout the country - to help you clear up to satisfy the demands of the present as well as the future.

And, furthermore, these courses will help you improve both your earnings and development potential.

These specialist courses are FREE, and allowances are payable. Demand is likely to be high for the places available. So complete and return this coupon now to receive a comprehensive information pack.

Get on course for the future - with 'leading edge' technology training.

To: New Technology Training, FREEPOST, London SE5 7BP
Please send me my free information pack on New Technology training courses.

I am qualified to: ☐ C & GLI ☐ ONC/D ☐ HNC/HND

(please tick) ☐ BA/BSc ☐ MA/MSc ☐ PhD

Name _____ Address _____

Postcode _____ Ho/104.

All MSC Programmes are equal opportunity programmes.



Business Systems Manager

West London To £22,000 + Car

The company, a UK subsidiary of a leading US Group manufacturing and selling mini, micro and desk top computers internationally, is seeking a key individual for its Management Information Systems Division.

Reporting directly to the head of MIS, you will be responsible for an experienced team developing major systems related to the customer services function.

In this respect you will need previous experience at project leader level in the development of substantial mini computer systems, good business analysis skills and the ability to motivate staff under your control and communicate effectively with users at all levels.

You should be aged 28/32 and looking for a move to a company where your drive and energy will be rewarded both in terms of remuneration and future advancement.

To apply, please write or telephone Brian Burgess quoting Ref: BB079.

**Lloyd
Chapman
Associates**

International
Search and Selection
100 New Bond Street, London W1Y 0HR
Telephone 01-408 1670

ACCOUNTANT/ COMMERCIAL MANAGER

(Musical Instruments)
Salary Neg. £12,000
- £15,000 p.a.

For successful private company (see figures) engaged in the wholesale/retail of a specialist range of musical instruments. This is a new appointment and wide ranging responsibilities will include accounts, finance and general management together with purchasing, budgeting, stock control, training and staff control. The successful candidate will be a person of initiative and drive, with a proven track record in a similar role.

Benefits include considerable autonomy, a share scheme and the prospect of early appointment to the operating level.

Write with c.v. to Managing Director, Musical Instruments, 100 New Bond Street, London W1Y 0HR.

MOXON DOLPHIN & KERBY LTD

Recruitment Advertising
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178-202 Great Portland Street,
London W1N 5TB. Tel: 01-631 4411.
8 Mathew Street, Liverpool L2 6RE.
Tel: 051-236 1724.

Senior Mechanical Design Engineer

negotiable to
c.£17,000 plus Car
Rent

Our client is a leading manufacturer of maintenance access equipment for high rise buildings. A growing order book has created the need to recruit a Senior Mechanical Design Engineer.

Responsible for a design office of seven, candidates should ideally be educated to degree standard and have experience of construction industry applications. Suitable backgrounds would include the lift industry, tower cranes, mobile cranes or work on turnkey contracts with a mechanical content.

The remuneration package is sufficiently negotiable to attract suitable candidates regardless of age or seniority.

For informal discussion and/or to obtain comprehensive written background information please telephone or send your c.v. to Peter Nielsen, Grosvenor Search International, 359/361 Essex Road, London NW1 3AW. Telephone 01-387 6667 quoting Ref No. G497.

**Grosvenor
International**

Export Manager

Cambridgeshire
c£15,000 p.a.

Our client is the recognised market leader in its sector of the Leisure Industry, with an enviable record of growth and achievement. As part of their planned business expansion they require an experienced Export Manager.

You will be responsible for the sales and marketing of leisure products to European and overseas distributors. The successful candidate will be responsible for ensuring orders are accurately processed through a small, active export department. Other responsibilities include assessing distributor performance, liaising with senior management on new distributor appointments, sales forecasting, marketing assessment, implementation of

marketing plans and import documentation. You will have proven ability in Export Sales Management combined with a high standard of administrative skills, be well educated, preferably to Degree level, or have a formal business qualification.

Please write with a detailed c.v. to: See Allen, Moxon Dolphin & Kerby Ltd, 178-202 Great Portland St., London W1N 5TB, quoting reference MOXON/DOLPHIN & KERBY LTD 4400/DT.

Consultancy Manager

London Based
Up to £18,500 + benefits

London Transport International is the wholly owned but commercially independent subsidiary Company of London Regional Transport providing consultancy services in all aspects of planning, design, operation and management of urban mass transport systems and facilities.

As part of its policy to expand, the Company is preparing to re-establish its presence in South America and wishes to appoint an experienced executive to manage existing projects in Mexico and to identify and develop new business in Central and South America.

The job calls for a high degree of commercial awareness, motivation and commitment to building a high and profitable level of consultancy business in this important market place.

A good standard of education with a proven track record in commercial negotiation and management is required. Knowledge of transportation consultancy and some experience of working overseas is also essential. Professional training in a relevant discipline is desirable and fluent Spanish is essential. The post is based in London with travel overseas as required.

The salary on appointment will be within the range of £13,000 to £18,500 depending on ability and experience, with further progression dependent on performance. Attractive benefits package including free/concessionary rate travel.

**London Transport
International**

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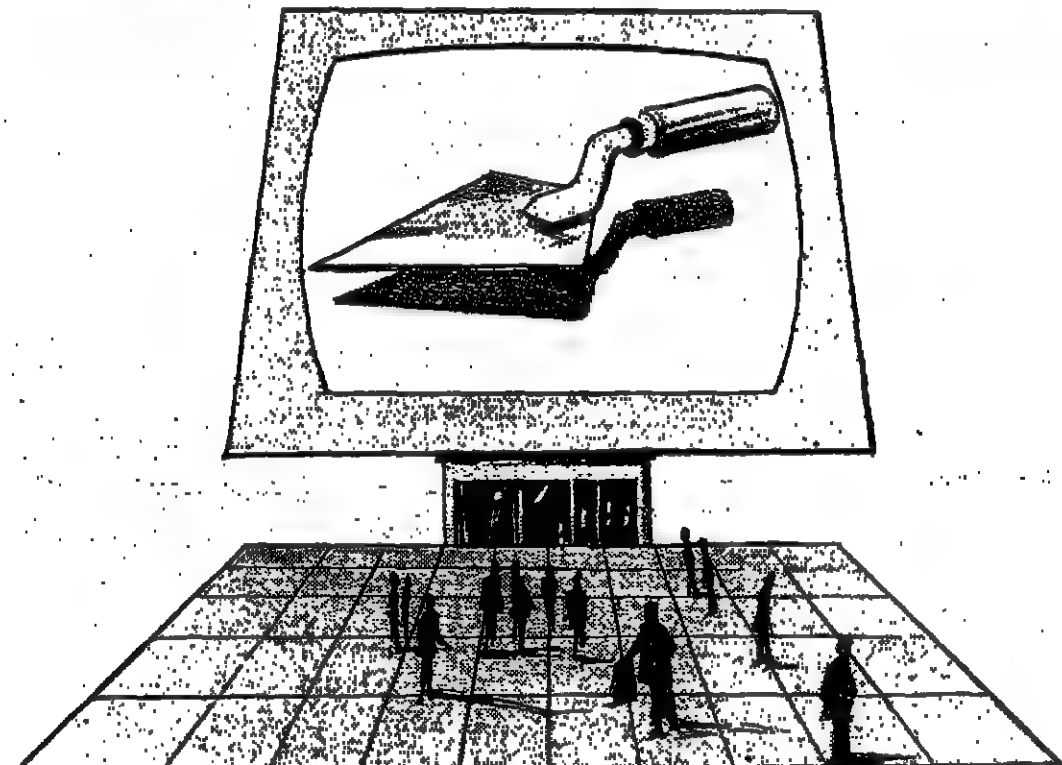
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ADVERTISING CONTINUED ON PAGE 33.

THE ARTS

Television
African
journey

All Mazrai, who strikes me as an African James Burke but with marginally more bottom, began BBC's nine-part series *The Africans* with the premise that this vast continent is the product of three forces: traditional Africans, the Arabs and the West. In his corpulent, soft-spoken frame Mazrai was proud to incorporate all three, but the Western element seemed to have the edge.

Endlessly paraphrasing English poets, Mazrai's poetic commentary started charmingly but became fatality-inducing. "No culture is an island to itself," he grumbled, having repeated his thesis about "a trinity of cultures, a trinity of dreams". That the earliest man was an African had, he said, been obscured by the winds of foreign influence and the dust of history.

At odds with the purple prose were shots of pigs being electrocuted, elephants being shot and crocodiles eating chickens — all of which Mazrai took in his amiable stride.

After a taste of the unrelenting interplay between geography and its offspring, history, and a squint at 1,000 years of Islamic rule, Mazrai looked at the brief period of Western influence. Warning to his theme, he explained that what had made the English come to the Kenyan highlands was the imperative of aesthetics. "Man is homo aesthetica," there was not much aesthetics about the Sloanes in straw hats and the settler who reminded about pygmies. But Mazrai was in full flood. How deep was the impact of colonial rule, how green was the valley for those who only England know?

Perhaps things will get clearer in the remaining programmes and perhaps Peter Bate, the series producer, will steer Mazrai from *The Dragon Book of Verse* to the dark continent of which he is a wobbling incarnation. It is one thing to be invited to look through someone else's eyes, but another to have to lend your spectacles in the process.

Nicholas
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From the time of Emperor Franz Joseph through to the 1920s, Vienna's working class girls have always had a good press. Looking back to the vanished pleasure ground, generation after generation of admirers, like the wistful Arthur Koestler, have recalled them as charming, affectionate, available, and really quite cheap.

Arthur Schnitzler paid his tribute to them in *Liebesletzte*, evoking a precarious little world of candlelit suppers, music, and cosy embraces, always liable to be abruptly cut short by a duellist's bullet or by the cooling off of the menfolk who, of course, have the money.

Where *Liebesletzte* departs from the Viennese myth is in focusing on a girl who is not prepared to cut her losses and move on to the next attachment. Christine, the daughter of a humble theatre violinist, falls for Fritz, who — as a medical student and former dragon — is doubly disqualified for a life of fidelity. However, she shuts her eyes to this, pursues him with rapt devotion, and when he is killed in the course of another affair (with a woman of his own class), calls down curses on the heartless dalliance that this besmirches true love.

Adapted by Tom Stoppard (a sequel to his splendid version of Schnitzler's *Undiscovered Country*), the play does not condemn you to Christine. In the wake of *The Real Thing*, I suspect it may have attracted Stoppard partly as another test in summoning up the true voice of feeling. If so, the voice obstinate-



A cosy, candlelit world: Sally Dexter, Stephen Moore and Brenda Blethyn, as Fritz and Christine

ly fails to make itself heard. As written, and played to the gauché, over-eager life by Brenda Blethyn, Christine memorably demonstrates the power of true love to put its object to lastly flight. And when bereavement puts Fritz safely beyond her reach, she has lines like, "I worship him, he was my God..." which may implant the piece in the 1890s but no longer guarantees the

speaker moral authority. "Love", if it is to occupy the moral centre of gravity, needs closer delineation than it gets here.

The considerable pleasure of Peter Wood's production lies elsewhere in the comic world of queasy compromise and cold-blooded venery that surround the interruptible heroine. The opening scene consists

of a party which beautifully combines the sense of shared gaiety with the spectacle of four characters all moving on different tracks.

Besides Fritz and Christine, there are Theo (another military medic) and Mizi, a fun-loving seamstress, both old hands at the game. Class-patrons, erotic challenge, affection, and the sense of an ominous secret, are deftly interwoven and

come to a musical climax which is then interrupted by the arrival of the outraged husband. As played by Basil Henson, rock still in a white greatcoat, he has the presence of an angel of death, and proceeds to deliver some of the best-turned comic lines in the piece.

Besides its deathly narrative implications, this also prepares the way for Michael Bryant's second act appearance (where Carl Tom's high-bourgeois apartment gives way to a garret) as Christine's father, staunchly defending his daughter's rights to a good time in answer to a morally disapproving landlady.

Mr Bryant packs a lifetime of regret into this scene: most of all in remembering a spinster sister whom he accuses himself of having "protected from the chance of happiness." But as soon as Stephen Moore's Fritz reappears, cooing his insufferable patronage of her "charming" room and her few books, then Bryant, likewise, fades out as a trustworthy adviser.

"Love," says Tim Curry's Theo — in the midst of a gurgling imitation of a French wine waiter — "is for operettas." And the production comes closest to achieving focus in the last act, set in the wings of the theatre during a rehearsal; and contrasting an ardent duet between a hussar and a grisette with the actualities of erotic loss: even though these come over as no less stably artificial than the singer's farewells. However, the sight of Sally Dexter's Mizi, launching into a mocking obbligato before the hussar hauls off his tunic and despatches her back to the wardrobe, is brilliantly funny.

Irving Wardle

Theatre

A tale of how Vienna woos

Rock

A bit like
old timesPublic Image Ltd
Academy, Brixton

Ten years after the Sex Pistols, nobody seriously expected a riot, but PIL's audience came perilously close. "All you do is spit and pose. You're useless", John Lydon (née Rotten) bellowed the crowd. "That's it", he announced, incensed after another globe of spit hit him halfway through "Public Image" muttering "Never again", he led the band off.

A line of security men moved in to guard the stage: one of these clubbed a prankster at the front, and the mood was ugly indeed by the time Lydon relented and returned to sing just two more numbers, quelling the crowd enough for an orderly evacuation.

With his orange hair sticking up in spiky clumps, and his flowing hippy shirt dangling past his knees, Lydon still acts like magnetic north on the compass of disaffection, irrespective of the music he performs. It was surely a deliberate gesture of contrariness to start with a faithful instrumental version of Led Zeppelin's "Kashmir", a paradigm of the sort of music so comprehensively reviled by punk's progenitors, yet not dissimilar to many of the songs in this set. "FFFT" and "Home" were both graced by dual guitar riffs redolent of Jimmy Page's style and distinguishable from the broad mainstream of contemporary heavy rock only by Lydon's startling glottal vocals.

Of the Sex Pistols' repertoire, just a lip service version of "Pretty Vacant" was featured, prompting the audience to a moment or two of pogoing nostalgia, while the musical hired hands that currently comprise PIL played with static competence.

But far more interesting was the neurotic avant-garde psychodelia of "Flowers of Romance" and "Bugs", part of a middle sequence of songs that conveyed a sense of uncompromising musical purpose that matched Lydon's challenging persona itself. Unfortunately it was not enough to stop the spitting, just as they were beginning to inject some pace into the proceedings, the concert reached its unexpected moment of coitus interruptus.

Noël Goodwin

David Sinclair

Opera

Rake's Progress
Grand, Leeds

It is an intriguingly coherent programme that Opera North are offering for their summer season, introducing a new production of *The Rake's Progress* along with revivals of Gounod's *Faust* and Don Giovanni, the two ghosts that do most to fix the patterns of Stravinsky's opera.

In these circumstances one can hardly miss the deep cynicism of this key work of the mid-twentieth century: its joy in dead conventions, precisely because they are dead and therefore morally valueless, its treatment of story and characters as excuse for entertainment. The divide between life and art is not only accepted but is the very subject of the work.

The piece has much to do with the characters' awareness of their operatic condition, as becomes clear, though not perfectly clear, in this production by François Rochaix adapted from his Geneva staging. Having Anne appear on stage at the crucial moment of the graveyard scene, for example, suggests how Tom's madness is not the result of a supernatural curse but comes from the realization that he is embroiled in something where the absurdly miraculous can be expected to happen as a matter of course: to wit, an opera. It is then highly significant that he should withdraw into a masque of Venus and Adonis, for Stravinsky would surely have thought of Blow's

work on that theme as representing the origin of opera in English. Once the threads of illusion have been cut, Tom falls back to the starting point of which he finds himself to be. That level of explanation is, however, suddenly undercut by the epilogue, where everyone pretends they were pretending all along. At this point the production becomes confusing.

In design and musical style the production is more successful. Jean-Claude Marek's sets give one nothing of the contrast between pastoral and townscape, but the repeated vistas of unbroken sky and the enveloping black drapes indicate suitably that we are in Shadowland, while the responsibly eighteenth century costumes permit the characters their changes and indications of self-knowledge. Rodrick Brydon's conducting reveals a score of conspicuous beauty, full of rich woodwind passages.

The cast is led by Anthony Rolfe Johnson, cultivated and lyrical as Tom, and by William Shimell as a nicely dark, stern Shadow, by no means the usual smiling devil. Jane Leslie Mackenzie as Anne was a little weak at the top but had a fetching freshness; Fiona Kimm as Baba was musically as ever, but needs to take possession of the stage more proudly. Baba is, after all, the only principal who knows exactly why she is there all the way through.

Paul Griffiths

Albert Herring
Glyndebourne

Albert Herring began life at Glyndebourne, and almost 40 years later Benjamin Britten's opera has settled down very snugly into its natal house again. It is not just that Peter Hall's production, welcomed last summer by Paul Griffiths, has stopped Herring being the exclusive property of musical colleges attracted by the multiplicity of roles that they reckon can be taken by young singers. He has restored Herring as a work of warmth and humanity. And he has given Sussex a slice of Suffolk life.

Not for nothing is Hall an East Anglian and not for nothing did he make an understated film called *Akenfield*. His production, brought up sparkling fresh this year, exudes small town life from the accents — the children in particular are exemplary — through the scrupulous lettering of the shopfronts in John Gunter's sets to the street scenes, where brats and bourgeoisie intermingle.

Albert Herring has been accused of being patronizing; it is no more so than *L'elisir d'amore*, another comic opera where a glass of alcohol makes the plot go round. The moral of Britten's opera, with its sometimes over-tricky couplets from Eric Crozier, is that a spoiled lemonade and a major cash prize bring the recipient face to face with the realities of life. The subtlety suggests that the ample ladies of East Anglia are plump with

prejudice and puritanism. And who would dare disagree?

John Graham-Hall in the title role has put on a few decades since last year and possibly he allows too much rebellion against life in the greengrocer's shop to show through at the end of Act I. But he grows up as quickly as the wisteria on the shop wall comes into flower. Glyndebourne sport a new Sid and Nancy to egg him on in the shape of Jeffrey Black, a personable baritone with plenty of sheen on the voice, and Louise Winter, who could relax a little.

Anne Collins is now the housekeeper Florence, very much the creature of Lady Billows, aping her in Whitehouseian moral energy. Others are old friends, including Richard Van Allan's lugubrious Copper and Derek Hammond Suroud's portly prelate. Each has been honed by Hall into a character that carefully stops short of caricature, right down to Richard Peachey's urchin Harry, who would have delighted Richmal Crompton.

Jane Glover conducts this score, one of Britten's warmest and most allusive, with full verve, whether parodying Gounod, quoting *Tristan* or letting Britten sound just as he is.

John Higgins

Concert

Exciting state of mind

Kremer/Schiff
Queen Elizabeth
Hall

Gidon Kremer and Andris Šķiņš changed the order of their programme to place Bartók between Schubert and Schumann instead of after. This meant we could absorb all the more freshly as masterly a performance of Bartók's Violin Sonata No 1 as one could hope to hear.

The playing traced a path of the utmost clarity through the sometimes dense harmonic thickets that Bartók was then cultivating and made the tonal ambiguities of the writing seem like entirely natural means of expression, very much of its period in the early 1920s. Certainly it all lay beautifully under the bow of the violinist and the fingers of the pianist, delivered with sometimes declamatory character but poetic feeling, as much in the mystery and rapid self-questioning of the *adagio* movement as in the vigorous folk dance of the finale.

A similar dance-like rhythmic impetus characterized the main substance of Schubert's *Rondeau Brillant* with which the concert began, but in the

course of this the violinist's rhetoric embraced the occasional softer passage with quiet intensity as well as the more extrovert music. When the players later came to Schumann's D minor Sonata, Op 121, however, the approach was more that of a confrontation with the nature of the work, especially by the violinist.

In place of the simplicity of purpose which had emerged from Bartók, Mr Kremer now seemed inclined to fight it through with Schumann, finding something idiosyncratic to say about it as he did so, including the opening *pizzicato* theme of the slow movement played with the fiddle, held banjo-fashion.

Noël Goodwin

David Sinclair

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July 2 5 8 11 15 19* at 7.30pm

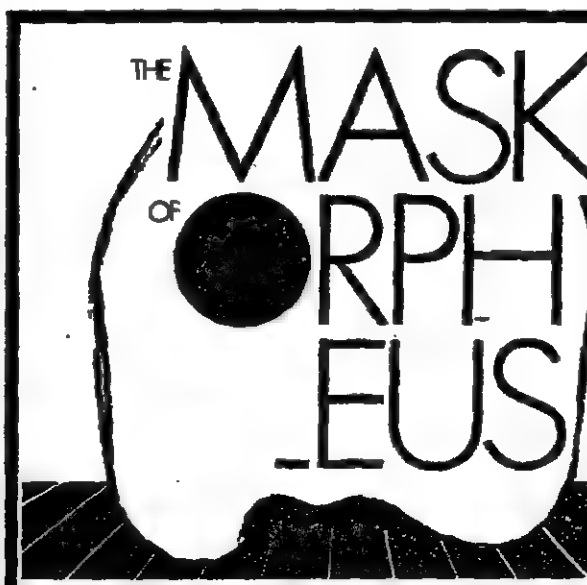
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Exemption for war allies on Berlin crossing

From Frank Johnson, Bonn

East Germany appeared yesterday to have exempted Britain, the United States and France from its demand that all diplomats stationed in East Berlin should show their passports to East German guards when crossing into West Berlin.

But the change continued to be applied to other Western countries. In more "test runs" yesterday, diplomats from Britain, the US and France — who as a relic from the end of the Second World War are legally still three "occupying powers" in Berlin — continued to be allowed through by showing identity cards.

These are issued by the East German Foreign Ministry and until last week were sufficient to enable all diplomats to

most diplomats in Bonn and Berlin do not seem to expect this.

What lies behind the dispute are East Germany's periodic attempts, going back decades, to establish that Berlin is its capital. Britain, the US and France say that Berlin is still what it was just after the Second World War: a city occupied in four sectors by themselves and the Soviet Union.

For them, East Berlin is simply the Soviet sector, and this situation will remain until the conclusion of the still-unsigned peace treaty ending the Second World War.

If diplomats had to show their passports, it would be an admission that the line down the middle of the city — now the Berlin Wall — is a national border, and not a line between occupation sectors.

The East Germans say that the passport requirement is in response to Western demands that it do as much as possible to combat terrorism.

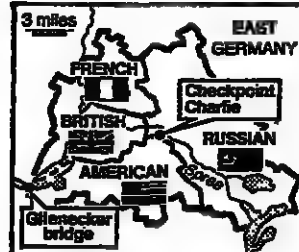
The US claimed the perpetrators of the recent La Belle discotheque bombing in West Berlin came from the Libyan People's Bureau (embassy) in East Berlin.

The Western retort is that scrutinizing the diplomats' passports would do almost nothing to combat terrorism in the city.

The identity cards already had the diplomats' photographs on them, and a passport would be easier to forge or steal than an identity card supplied by the East German Foreign Ministry.

Most diplomats leave and enter East Berlin via Checkpoint Charlie, the road crossing point in the middle of the city, or Friederichstrasse, the main road from the east to the city.

Those who would not show their passports have had to drive on a detour of about 15 miles westwards around the city so that they were able to enter West Berlin from the territory of the East German communist state.



leave East Berlin. But diplomats from other countries, including Italy and West Germany, were again turned back yesterday for refusing to show their passports.

This solution was regarded as unsatisfactory by Britain, the US and France. If it is allowed to persist, the East Germans would have succeeded in drawing a distinction between some Nato countries and others.

Herr Eberhard Diepgen, the Christian Democratic mayor of West Berlin, said in a speech in the city yesterday that the demand for passports was a "very serious" matter, but that it was no occasion for the West to make a dramatic gesture.

He was against any breaking off of diplomatic relations with East Germany, the most dramatic outcome which has so far been suggested. But

Gallant heroes of the Bradford City fire



Winners of the Queen's Gallantry Medal for their courage during the fire (from left): Mr David Hustler, PC Richard Ingham, Chief Insp Terence Slocombe and Mr Richard Gough, at Valley Parade yesterday.

By Michael Horsnell
Six men who risked their lives rescuing spectators during the Bradford City football ground fire last May, in which 56 people died, will receive the Queen's Gallantry Medal.

The citation, published today in the *London Gazette*, says four West Yorkshire police officers and two civilians displayed outstanding courage in spite of the severe heat and extremely dangerous conditions.

Another four men who helped to rescue spectators are to receive the Queen's Commendation for Brave Conduct.

The fire broke out in the main grandstand at Valley Parade and spread to the roof.

PC John Ingham, aged 29, spotted a woman behind a barrier wall, her clothes and hair alight. Taking an overcoat from another officer, he rushed into the stand and pulled her over the wall on to the pitch where he rolled her on the ground to extinguish the flames.

PC David Britton, aged 41, helped a man struggling to climb over a wall. With parts of the roof collapsing, he pulled the man over the wall and attempted to douse the

flames which engulfed him. PC Ingham saw his colleague struggling on the track and ran to help. But PC Britton's hair caught fire and he had to withdraw. PC Ingham grabbed the man's coat and pulled him a further few yards before he was stopped by heat and exhaustion.

Mr David Hustler, an assistant supermarket manager, was the last person to leave his section in the main grandstand. But he discovered a woman in a state of shock at the front of the rear seating.

Mr Hustler, aged 45, from Shipley, West Yorkshire, managed to push her over the perimeter wall to safety and as he was about to jump clear he saw a boy lying on the floor with his coat ablaze. Despite severe burns to the head, hands and legs and parts of the roof falling around him, Mr Hustler turned back and pushed the boy over the perimeter wall.

Mr Richard Gough, aged 31, an installation engineer from Shipley, had left the grandstand when he saw a woman, her hair on fire, trying to climb the wall. He ran back, climbed over and he hit the woman over the head to exting-

uish the flames before pulling her to safety.

Chief Insp Charles Mawson, senior officer on duty, pulled a man to safety after dashing to the initial outbreak of fire and proceeded along the stand, helping evacuate spectators. Chief Insp Mawson, aged 54, saw a man totally ablaze, pulled him to safety and doused his clothing.

Insp Terence Slocombe, now a chief inspector, helped to evacuate spectators until his tunic caught fire and had to be removed. Then he took another officer's coat for a shield and rescued an elderly man collapsed near a wall.

Queen's Gallantry Medal: PC Britton, Mr Hustler, PC Ingham, Chief Insp Mawson, Chief Insp Slocombe, all for action at Valley Parade.

Other winners: Reserve Constable Cyril Denison of the Royal Ulster Constab-



PC David Britton (above), and Chief Insp Charles Mawson (below).



Praise by Howe for Africa's realism

From Zoriana Pysarski, New York

Sir Geoffrey Howe, the Foreign Secretary, told the special United Nations session on Africa yesterday that the richer nations must help Africa to help itself.

He applauded the growing mood of realism in Africa and an understanding that mistakes have been made.

Although Sir Geoffrey was less ardent in extolling the virtues of free-market economies in Africa than Mr George Shultz, the US Secretary of State, he noted that a number of countries were taking steps to establish price and other incentives for farmers, and more efficient food marketing systems.

He said that hunger in Africa had succeeded, like few other human catastrophes, in touching the consciences of the more fortunate.

Millions of ordinary people had made their contribution to help the starving in response to the challenges of Live Aid and Sport Aid, he added.

Departing from his prepared text, Sir Geoffrey praised the British people for giving millions of pounds to relieve African famine.

"A quarter of a million of them ran for Sport Aid."

It was for governments to play their part as well. "But we must look beyond emergencies to the longer term. We must help Africa to help itself."

UN session, page 5

Russians build frame in space

Moscow (AP) — Two Soviet cosmonauts who hold the record for the most space walks achieved on one mission yesterday built in space a prototype frame to hold "big structures".

Test said the successful experiment by Leonid Kizim and Vladimir Solovov, who walked in space six times on their 237-day record flight in 1984, opened "the possibility of large-scale assembly work in outer space".

THE TIMES INFORMATION SERVICE

Today's events

Royal engagements

The Queen visits the Domesday exhibition, Chancery Lane, WC2, 5.15, followed by a reception to mark the 5th centenary of the Domesday Book, Royal Courts of Justice, Strand, WC2.

The Prince of Wales visits the London Docklands at the Royal Docks, E16, 10.30; and the Isle of Dogs, E14, The Prince and Princess of Wales then open the Shaftesbury Society Housing Complex and Disabled Activity Centre, Bristol, SW9, 12.45; and later they attend a charity film premiere of *Lady Jane*, The Empire Theatre, Leicester Square, W1, 7.45.

Princess Anne attends the Royal Bath and West and Southern Counties Society annual show, The Showground, Shepton Mallet, 11; and later, Colonel-in-Chief, Royals Corps

Exhibitions in progress

Astronomical exhibition: (1) The history of the telescope from the seventeenth century to the present; (2) Halley's Comet; (3) Modern astronomy including mysterious black holes; Royal Greenwich Observatory, Herstmonceux, East Sussex, Mon to Sun 10.30 to 4.30 (ends Sept 30).

Watercolours of Yorkshire and France by Alan Hitchcock: Stonegate Gallery, 52a Stonegate, York, Tue to Sat 10.30 to 5 (ends May 31).

Manchester glass-work in the 19th century: Towneley Hall Art Gallery, Burnley, Mon to Fri 10 to 5.30, Sun 12 to 5 (ends June 8).

The 3rd International Contemporary Art Fair: Olympia, London, today until Sun 11 to 5 (ends June 11).

Between Two Extremes: paintings and drawings by Keith Grant: The Metropolitan Arts Centre, The Leas, Folkestone, Mon to Sat 10 to 5, Sun 2.30 to 5 (ends June 15).

The Barkers of Bath: Victoria Art Gallery, Bath, Mon to Sat 10 to 5 (ends June 28).

Sculpture by Elizabeth Frink: Beaux Arts, York St, Bath, Mon to Sat 10 to 5 (ends June 30).

The Holy Fool: mixed works: Rookmoor Gallery, 31 Brock St, Bath, Mon to Sat 10 to 5.30 (ends May 31).

Hooked Rugs by Emma Tennant

watercolour paintings by Jim Ridout and photographs by John and Eliza Forder: Wetheriggs County Gallery, Clifton Dykes, Penarth, Mon to Sun 9.30 to 5.30 (ends June 30).

Painting and collage: Frome Museum Gallery, 1 North Parade, Frome, Mon to Sat 10 to 4 (ends June 28).

Indian miniatures: Graham Robertson Room, Fitzwilliam Museum, Cambridge, Tues to Sat 2 to 5, Sun 2.15 to 5 (ends July 20).

Books — paperback

The Literary Editor's selection of interesting books published this week

FICTION
Female Friends, by Fay Weldon (Penguin, £2.95)
Mr Palmer, by Iain Galvin, translated by William Weaver (Picador, £2.95)
Present Times, by David Storey (Penguin, £2.95)
Repetitions, short stories by M.J. Fitzgerald (Picador, £2.95)
The Light in the Piazza, by Elizabeth Spencer (Penguin, £2.95)
NON-FICTION
Collette, by Allan Massie (Penguin Lives of Modern Women, £2.95)
Hannah Arendt, by Darwent May (Penguin Lives of Modern Women, £2.95)
Henryk Galeski, *Travels Through Texas*, by Stephen Brook (Penguin, £2.95)
**Significant Systems, *The Grassroots of Active Feminism 1839-1989*, by Margaret Forster (Penguin, £2.95)
The Master of Wales, by Jan Morris (Penguin, £2.95)**

Weather forecast

A W to NW airflow will cover the U.K. with a weak frontal trough crossing Scotland.

6 am to midnight

London, SE, central E, E, SW, central N, England, East Angles, Midlands, Wales: Sunny periods with perhaps an isolated shower; wind W to NW moderate; max temp 18C (65F).

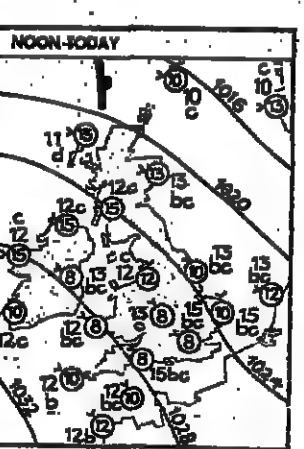
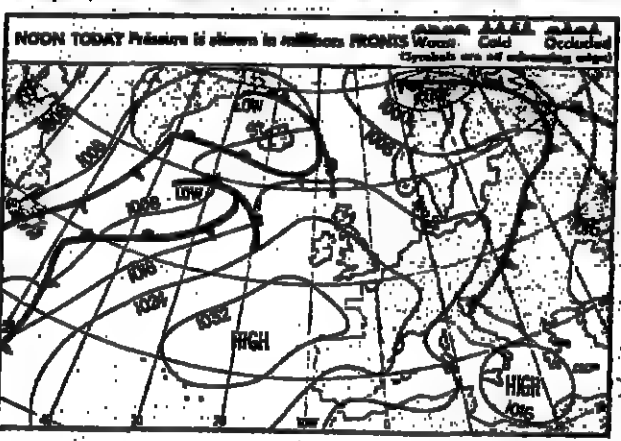
N Wales, NW, NE England, Lake District, Isle of Man: Becoming cloudy during the day but probably remaining dry; wind W to NW moderate occasionally fresh; max temp 14C (57F).

Borders, Edinburgh, Dundee, Aberdeen, Moray, Fife, NE Scotland: Bright at first but cloud and drizzle later; wind W to NW moderate or fresh; max temp 13C (55F).

SW, NW Scotland, Glasgow, Central Highlands, Argyll, Northern Ireland: Mainly cloudy with light rain or drizzle; wind W, moderate or fresh; max temp 11C (52F).

Orkney, Shetland: Becoming cloudy later with some drizzle; wind W to NW moderate or fresh; max temp 10C (50F).

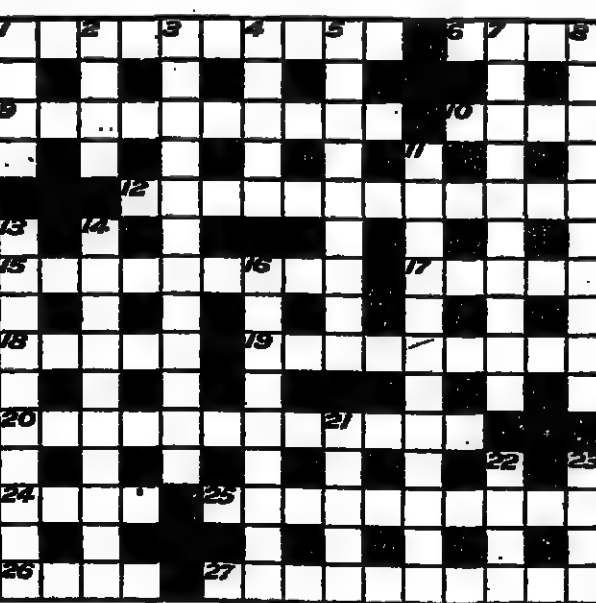
Outlook for tomorrow and Saturday: Cloudy and drizzle in the W and N, sunny intervals elsewhere. Near normal temperatures.



High Tides

Location	AM	PM	PM	PM
London Bridge	6.45	6.50	7.01	7.14
Aberdeen	6.08	6.13	6.24	6.37
Belfast	5.48	5.53	6.04	6.17
Cardiff	5.58	6.03	6.14	6.27
Dumfries	5.58	6.03	6.14	6.27
Edinburgh	5.58	6.03	6.14	6.27
Glasgow	5.58	6.03	6.14	6.27
Harwich	5.58	6.03	6.14	6.27
Holyhead	5.58	6.03	6.14	6.27
Isle of Man	5.58	6.03	6.14	6.27
London	5.58	6.03	6.14	6.27
Manchester	5.58	6.03	6.14	6.27
Newcastle	5.58	6.03	6.14	6.27
Northfleet	5.58	6.03	6.14	6.27
Portsmouth	5.58	6.03	6.14	6.27
Sheerness	5.58	6.03	6.14	6.27
Southampton	5.58	6.03	6.14	6.27
Tees	5.58	6.03	6.14	6.27
White-on-Black	5.58	6.03	6.14	6.27

The Times Crossword Puzzle No 17,058



- ACROSS**
- Dark suit needed for places of entertainment (5-5).
 - Explorer of the South, say, or one from the North (4).
 - On good terms always? I am surprised! (4,1,5).
 - Fruit rejected by this boy (4).
 - I am, for my part, without feeling (12).
 - Spinning a huge ball — that's ridiculous (9).
 - Crack up in the next O-level exam (5).
 - Radiance observed round head of holy (5).
 - During change of leadership many seek shelter (4).
 - Happy-go-lucky junior barister given 31 days and a caution (5-3,4).
 - Prophet dispensing with a pipe (4).
 - Kept in with converts, to give a clue (3,3,4).
 - Left some wine (4).
 - Couraging, as fiddler was? (2,3,5).
- DOWN**
- Intelligence in all directions (4).
 - Saw for safe investment (4).
 - Titular nymph, dancing in celebration (12).

Talks and lectures

Historic Inns and Inn signs, by Ron Sand: Lake District National Park Visitor Centre, Brockhole, Windermere, 3.30.

General
 Dickens Festival: street entertainments, displays, readings, concerts and fireworks: Rochester, today until Sunday: for information (0634) 43666/815777.

Anniversaries
 Births: Charles II, reigned 1660-85, London, 1630; Isaac Albéniz, composer, Camprodon, Spain, 1860; G. K. Chesterton, London, 1874; Oswald Spengler, philosopher, Blankenburg, Germany, 1880; John F. Kennedy, 35th president of US, 1961-63, Brookline, Massachusetts, 1917.

Deaths: Sir Humphrey Davy, scientist, inventor of the miner's safety lamp, Geneva, 1829; Sir William S. Gilbert, Harrow Weald, Middlesex, 1911; John Barrymore, actor, Hollywood, 1942; Fanny Brice, comedienne, Los Angeles, 1951; Juan Jiménez, poet, Nobel laureate, 1956, San Juan, Puerto Rico, 1958.

Restoration of the monarchy under Charles II, 1660.

Weekly news digest

The Talking Newspaper Association produces a weekly tape digest of a large number of publications, including national newspapers and magazines, for the blind and visually handicapped throughout the United Kingdom.

For further details and information regarding the range of publications, write to The Talking Newspaper Association, High Street, Heathfield, East Sussex, TN21 8JB; tel: (04352) 6102.

Roads

The Midlands: M1: Roadworks between junctions 15 and 16: contraflow near Rothley, A58: Delays along Burton on Trent by-pass due to roadworks. A34: Roadworks at Tredington and Wotton Fields, S of Stratford.

Wales and West: A30: Temporary traffic lights at Clifton between Launceston and Chertsey Bishop. M4: Lane restrictions between junctions 21 and 22 with delays for traffic using Severn Bridge. A48: Temporary traffic lights at Aylburton between Chepstow and Lydney, Glos.

The North: A1 (M): Bridge repairs SW of Darlington with contraflow at Barton interchange. M63: Widening scheme at Barton Bridge, avoid. A184: Gas pipelines with temporary traffic lights along Front St, Tyne and Wear.

Scotland: Glasgow: Single line traffic on Clyde St, E of Jamaica St. A82: Construction work N of Inverarnan between Tarbet and Inverarnan, Loch Lomondside. A92: Aberdeen: Roadworks construction with restrictions and diversion.

Information supplied by AA

Lighting-up time

London 9.25 pm to 4.21 am
 Bristol 9.44 pm to 4.21 am
 Edinburgh 9.25 pm to 4.21 am
 Manchester 9.25 pm to 4.21 am
 Newcastle 9.25 pm to 4.21 am
 Perth 9.25 pm to 4.21 am
 Plymouth 9.25 pm to 4.21 am
 Southampton 9.25 pm to 4.21 am
 Swansea 9.25 pm to 4.21 am
 Cardiff 9.25 pm to 4.21 am
 Belfast 9.25 pm to 4.21 am
 Dublin 9.25 pm to 4.21 am
 Cork 9.25 pm to 4.21 am
 Galway 9.25 pm to 4.21 am
 Limerick 9.25 pm to 4.21 am
 Waterford 9.25 pm to 4.21 am
 Drogheda 9.25 pm to 4.21 am
 Sligo 9.25 pm to 4.21 am
 Londonderry 9.25 pm to 4.21 am
 Inverness 9.25 pm to 4.21 am
 Aberdeen 9.25 pm to 4.21 am
 Dundee 9.25 pm to 4.21 am
 Perth 9.25 pm to 4.21 am
 Glasgow 9.25 pm to 4.21 am

Yesterday

Temperatures at midday yesterday: c, cloud; f, fair; r, rain; s, sun.

Location	Temp (C)	Temp (F)
Belfast	11.25	52.25
Birmingham	11.25	52.25
Bristol	11.25	52.25
Cardiff	11.25	52.25
Edinburgh	11.25	52.25
Glasgow	11.25	52.25
London	11.25	52.25
Manchester	11.25	52.25
Newcastle	11.25	52.25
Perth	11.25	52.25
Plymouth	11.25	52.25
Southampton	11.25	52.25
Swansea	11.25	52.25
Cardiff	11.25	52.25
Belfast	11.25	52.25
Dublin	11.25	52.25
Cork	11.25	52.25
Galway	11.25	52.25
Limerick	11.25	52.25
Waterford	11.25	52.25
Drogheda	11.25	52.25
Sligo	11.25	52.25
Londonderry	11.25	52.25
Inverness	11.25	52.25
Aberdeen	11.25	52.25
Dundee	11.25	52.25
Perth	11.25	52.25
Glasgow	11.25	52.25

Around Britain

Location	Sun Rain	Max	Min	Wind	Cloud
London	11.0	17	12	SW	cloudy
Birmingham	11.0	17	12	SW	cloudy
Bristol	11.0	17	12	SW	cloudy
Cardiff	11.0	17	12	SW	cloudy
Edinburgh	11.0	17	12	SW	cloudy
Glasgow	11.0	17	12	SW	cloudy
Manchester	11.0	17	12	SW	cloudy
Newcastle	11.0	17	12	SW	cloudy
Perth	11.0	17	12	SW	cloudy
Plymouth	11.0	17	12	SW	cloudy
Southampton	11.0	17	12	SW	cloudy
Swansea	11.0	17	12	SW	cloudy
Cardiff	11.0	17	12	SW	cloudy
Belfast	11.0	17	12	SW	cloudy
Dublin	11.0	17	12	SW	cloudy
Cork	11.0	17	12	SW	cloudy
Galway	11.0	17	12	SW	cloudy
Limerick	11.0	17	12	SW	cloudy
Waterford	11.0	17	12	SW	cloudy
Drogheda	11.0	17	12	SW	cloudy
Sligo	11.0	17	12	SW	cloudy
Londonderry	11.0	17	12	SW	cloudy
Inverness	11.0	17	12	SW	cloudy
Aberdeen	11.0	17	12	SW	cloudy
Dundee	11.0	17	12	SW	cloudy
Perth	11.0	17	12	SW	cloudy
Glasgow	11.0	17	12	SW	cloudy

Abroad

rain, s, sun, l, snow, l, thunder.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		</
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STOCK MARKET

FT 30 Share
1338.4 (+13.6)
FT-SE 100
1624.8 (+12.7)
USM (Datastream)
120.95 (-0.05)

THE POUND

US Dollar
1.5005 (-0.0025)
W German mark
3.4211 (+0.0033)
Trade-weighted
78.3 (+0.1)

Mortgages
'to soar'

Building societies will hit new lending peaks this month with gross advances reaching £3.5 billion in May, according to provisional estimates from the Building Societies Association.

This compares with the previous record of £2.8 billion set by the societies only last month. Mortgage commitments are likely to be maintained at the record level of around £3.5 billion, a BSA spokesman said yesterday.

The buoyancy of the mortgage market is a result of lower mortgage rates and favourable seasonal factors. "The Easter weekend is traditionally the kick-off period for people wanting to move home, and mortgage advances will be coming through this month," the BSA spokesman said.

Tesco jump

Tesco yesterday reported a 51 per cent jump in pretax profit for the year to February 22 to £122.9 million. Turnover was up 12 per cent to £3.3 billion and the dividend was increased by nearly 20 per cent to 5.8p.

Temper, page 23

Blick listing

Kleinwort Benson is seeking a full listing for Blick plc, a supplier of time control and timing equipment. Just over 7.3 million shares (36.5 per cent of the company) are being offered for sale at 47p. The application list opens on Tuesday.

Temper, page 23

Profits slump

Harrison & Crossfield's pretax profit slumped £24.7 million to £58.5 million in the year to December 31 on unchanged turnover. The dividend was also unchanged at 20p.

Temper, page 23

BCM defence

Benford Concrete Machinery, facing an £18 million bid from BCM Group, the C H Beazer offshoot, is forecasting a 30 per cent rise in profits to £1.65 million for the year. But BCM says earnings are still a long way from their peak of a few years ago. The offer, which will not be raised, closes on June 10.

Eadie placing

Eadie Holdings is joining the Unlisted Securities Market with a placing of 3.3 million shares, 37.2 per cent of its capital, at 39p a share, valuing the company at nearly £33 million. The placing will raise £800,000.

New name

Ronald Martin has changed its name to Ronald Martin Groome to reflect the importance of the acquisition of the Groome Group in February.

Bid extended

London International has extended its offer for Wedgwood to June 11. It now owns or has acceptances for 25 per cent of Wedgwood.

33% say 'yes'

Bestwood has received acceptances for 32.91 per cent of Country Gentlemen's Association shares and has extended its offer until June 3.

Trade balance shoots into surplus from record deficit

By David Smith

There was a sharp improvement in Britain's balance of payments last month after a record deficit in March. Imports fell sharply and exports recovered.

The current account was in surplus by £409 million, an improvement of more than £1 billion from the £611 million March deficit.

Visible trade remained in deficit, by £191 million, but was well down on the record £1,211 million deficit of March.

Manufacturing trade was in surplus - at £89 million - for the first time since February 1984 and compared with a £775 million deficit in the previous month.

Officials at the Department of Trade and Industry said the

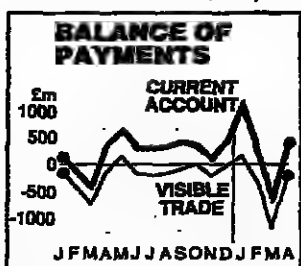
figures indicated that the balance of payments was back on course for the Treasury's forecast of a £3 billion current account surplus this year.

In the first four months of the year the current account was in surplus by £1.2 billion.

The trade figures were better than City expectations and added to the mood of optimism in the money markets.

The pound's resilience in the face of last week's base rate cuts - yesterday the sterling index edged up again, from 76.2 to 76.3 - has encouraged the view that another cut could occur soon.

Money market interest rates edged down despite a signal from the Bank of England that it wishes to see base rates stay at present levels for a while. The three month interbank rate closed at 9 1/4 per cent.



The main feature of the trade figures was a 10 per cent, or £705 million, drop in imports to £6,229 billion.

Imports were erratically high in March, at £6,934 billion, and one contributory factor may have been purchases of imported capital equipment by British firms seeking to take advantage of 1985-86 capital allowances, which were phased out at the end of the tax year.

Exports rose by £315 million, or 5.5 per cent, to £6,038 billion. But most of this

increase was due to a rise in sales of the so-called erratic items of trade, up by £296 million. These include ships, aircraft and precious stones.

The surplus on oil steadied last month. It was £337 million, compared with £330 million in March, but well down from the record of £987 million in January.

Despite last month's trade improvement, underlying trends are far from encouraging.

Non-oil exports declined in volume terms by 0.5 per cent in the latest three months, and were 3 per cent down on a year earlier. The decline which began last summer has continued this year, officials said.

Imports are holding up rather better. The monthly fluctuations are large but the overall volume of imports had held broadly steady since the middle of last year.

Lazard Secs was Woolworth buyer

By Alison Eadie

Lazard Securities, the fund management arm of Lazard Brothers, the merchant bank, yesterday declared itself as last week's buyer of a net 948,000 shares in Woolworth Holdings.

The corporate finance division of Lazard is advising Granada Group on its agreement to buy Comet electrical discount stores from Dixons, should Dixons win its bid for £1.5 billion bid for Woolworth.

Although the corporate finance side has a strong vested interest in Dixons winning the bid, the two divisions operate entirely separately, a director of Lazard stressed last night. The buying by Lazard Securities at 830p to 865p took place last Thursday, the same day that Granada announced its deal to buy Comet.

Lazard Securities now holds about 2.25 million shares, or 13 per cent of Woolworth Holdings, making it one of the top dozen institutional shareholders in Woolworth.

Mr Stanley Kaim, the chairman of Dixons, has been visiting Woolworth's institutional shareholders. Lazard Securities' buying spree is understood to have resulted from a visit by Dixons, which persuaded the fund managers that a higher bid was likely.

Dixons' all-share bid was worth 673p last night against a market price for Woolworth shares of 860p.

SE to put fixed quote foreign deals on trial

By Richard Lander

SEAQ International, the Stock Exchange's screen quotation service for foreign securities, takes a step forward on Monday when five marketmakers in a range of South African shares commit themselves to dealing displayed prices for bargains up to a certain size.

Bid and asked prices posted on SEAQ International only indicate dealing prices at present, but if the month-long trial goes well the firm quote basis will be extended into stocks from other countries.

The system covers about 500 foreign securities and involves about 35 marketmakers, including jobbing members of the exchange and international securities houses.

Among the 30 South African

can shares chosen for the trial are Anglo American Corporation, the De Beers diamond group, Gold Fields of South Africa and a variety of gold and platinum mines. The stocks, all tradeable in American depository receipts (ADR) form, are chosen because of investor interest, competition among marketmakers and market liquidity.

Marketmakers will display their prices for each share side-by-side on the Stock Exchange Topic system and will be subject to discipline by the exchange if they fail to deal at the displayed rates.

Commitments to deal will cover bargains up to 1,000 or 5,000 shares, depending on the value of the stocks.

Profits at Coalite up by 17%

By Our City Staff

Coalite, the diversified fuels, transport and builders' merchandising group which owns a large part of the Falkland Islands, reported a 17 per cent increase in profits yesterday. Pretax they were up to £39.4 million for the year to March 31.

More than £8.8 million of the pretax profit came from interest and similar income as the company's cash pile increased to between £75 million and £80 million from £52 million over the year.

Asked what the company would do with the money, the chairman, Mr Eric Varley, said that Coalite was looking actively at acquisitions and was interested in expanding activities in its core business of producing and distributing fuels and chemicals.

The solid fuel division had almost fully recovered from the year-long miners' strike, which ended in March 1985, with sales only slightly down on 1983-84. The effects of the generally mild winter were mitigated by freezing weather which lasted for most of February.

All the group's other divisions performed well with the exception of the builders' merchandising companies which were affected by the slack construction industry.

The final dividend is being raised from 4.65p to 5.5p, making a total of 7.5p. Earnings per share were up by 22 per cent at 26.67p.

Energy firms see threat in sell-off

Fears that a private British Gas Corporation will move into the contract energy management market by using information gained because of its monopoly position have been expressed by the independent companies in the energy management industry.

Mr Dick Tinsor, spokesman for the independents, said a company wanting to convert a client to gas had to ask the gas board whether a main could be provided and its likely cost.

The board would thus have details of the proposed scheme and the potential client.

"Companies are naturally concerned therefore that the Gas Bill (the legislation to privatise British Gas) include an undertaking that such information would not be passed on to any contract energy management company British Gas might operate", he said.

Executive Editor Kenneth Fleet

Salesmen get to work on British Gas shares

The campaign to sell British Gas to the public, the largest offer of its kind, has begun. With five months left before D Day and the privatization Bill still awaiting Royal Assent, Wood Mackenzie, one of four stock-broking firms to the flotation, has published a major study of the corporation. The 48-page report, the first of its kind, is the keynote address of a massive marketing campaign aimed at attracting the widest possible support from private, institutional and overseas investors.

Unsurprisingly, it concludes that the offer will have considerable appeal, enabling the Government to raise a substantial quantity of money while at the same time ensuring that British Gas remains a "highly attractive investment opportunity".

Several important issues need to be resolved before the flotation process proper can begin. The Government has yet to disclose whether it is going to tamper with the gas levy. It has still to spell out details of the ceiling it will put on gas price increases. The future of Sir Denis Rooke and other senior managers has to be clarified. It is still unclear whether the Government will be selling 100 per cent of the corporation or less.

The most contentious issue is how the British Gas balance sheet will be structured. It is evident that British Gas can support considerably more debt than at present, but too much would unduly damage its earnings and dividend prospects. Too little, on the other hand, would leave it scope to embark on a diversification programme of unprecedented proportions. That might not be good either

for Britain's independent oil sector or for British Gas itself, with its limited experience of diversification.

The precise amount of debt - £2 billion to £3 billion is Wood Mackenzie's guess - will clearly affect the pricing of the shares. With British Gas valued at £8 billion, £3 billion of debt would leave £5 billion worth of shares to sell. £1 billion of debt would indicate £7 billion of equity.

There is also little to compare British Gas with in world stock markets. To value it as a British oil company would clearly be wrong since, as a mere buyer and seller of gas, it is relatively unaffected by the vagaries of the oil price. With the prospect of reasonable, and no more, growth in profits ahead of it, British Gas does not have the high technology appeal of British Telecom, the last public utility to be privatized. Wood Mackenzie's view is that the shares will be regarded chiefly as an inflation-proof income stock in much the same way as municipal utilities are in the United States. A yield of 5 to 7.5 per cent should guarantee a good reception among both the institutions and Britain's growing breed of private shareholders.

Those who still fear that there is nothing to British Gas behind the robust and dominating presence of Sir Denis Rooke, should take heart. The Wood Mackenzie team of David Morrison and Paul Gregory has discovered what it considers to be a wealth of young managerial talent during its research into British Gas's Byzantine empire.

COMPANY NEWS

THE ASHDOWN INVESTMENT TRUST

The offers by British Empire Securities and General Trust for all the ordinary shares and the cumulative preference stock in the company that it does not already own has been accepted for 23,344,540 ordinary (71.6 per cent) and £330,000 nominal of cumulative preference stock (100 per cent). When aggregated with the 6,211,667 ordinary shares already owned, British Empire now holds or has received acceptances for a total of 29,556,207 Ashdown ordinary (90.6 per cent).

EGOLI CONSOLIDATED MINES

The company has not obtained approval of the regulatory authorities for the proposed exchange of the company's 60 per cent shareholding in the Marlin Granite Group for 3,660,000 shares in Egoli Resources. Thus the preconditions for the agreement have not been met and the agreement is of no force and effect.

TR PROPERTY INVESTMENT TRUST

Final 2.5p making 4p (4.55). Figures in £000 for year to March 31. Total income £434 (3,270), revenue after all charges and tax 1.964

JONAS WOODHEAD

The company has sold Woodhead Ridley, a subsidiary carrying on a general building and electrical contracting business in Newcastle-upon-Tyne. The buyer is Woodhead's main business.

THE BERRY TRUST

Ensign Trust holds 1,590,000 ordinary shares in the company (5.02 per cent). This holding forms part of the 16.14 per cent holding of Merchant Navy Pensions Administration and Associates notified on May 19.

FRANK G GATES

Dividend 3p (same). Figures in £000 for 1985. Group turnover 49,421 (44,580), profit before tax 1,107 (1,150). Earnings per share 8.04p (8.2).

Stadium deal

Southend Stadium, the property company, is to buy Ten Counties (Ludgate), whose principal shareholder is Shop Constructions (Holdings). Southend will issue 1.57 million shares to Shop Constructions, bringing its stake to 44.1 per cent. The deal is subject to the Takeover Panel agreeing that a mandatory takeover bid will not come into force.

Wine transfer

H. Young has entered into an agreement to acquire the issued capital of Longman which operates two wine warehouses in Wapping and Morden, in London, under the name of The Noble Grape.

Cash sale

Hawker Siddeley, which already owns 40 per cent of Safetran Systems Corporation, has purchased the majority 60 per cent holding from CCI Corporation for \$30 million (£19.7 million) in cash.

Associated British Foods



"These results highlight once again the continued and sustained growth of our UK operating divisions?"

Garry Weston, Chairman

Salient features from the Annual Report 1986

- * Pre-tax profit up 24% to £163.5 million - a new record.
- * Earnings per share increased by 25%.
- * Total dividend per share 6.1p (1985: 5.4p).
- * Shareholders' Funds of £918 million represent 93% of net assets.
- * 42% increase in earnings over two years achieved by UK operating divisions.

SUMMARY OF RESULTS		
	1986	1985
	£ million	£ million
Turnover	3,129.2	2,930.6
Group profit	124.1	108.8
Investment income	39.4	23.5
Profit before Tax	163.5	132.3
Tax and minority interests	65.2	53.4
Profit attributable to the Company	98.3	78.9
Net assets	979.8	922.6
Earnings per share	24.7p	19.8p

Associated British Foods plc
Weston Centre, 68 Knightsbridge, London SW1X 7LR.

MARKET SUMMARY

STOCK MARKETS

New York	1873.56 (+20.58)
Dow Jones	1873.56 (+20.58)
Nikkei Dow	16553.39 (+86.04)
Hong Kong	1777.47 (+36.83)
Amsterdam Gen	287.5 (+1.1)
Sydney AD	1208.9 (+8.0)
Frankfurt	1933.4 (+15.8)
Brussels	641.20 (+24.59)
Paris CAC	351.8 (-4.2)
Zurich	522.7 (same)

CURRENCIES

London:	New York:
£: \$1.5005	£: \$1.5025
£: DM3.4211	£: DM3.4220
£: Sfr2.5239	£: Sfr2.5239
£: FF10.9049	£: FF10.9049
£: Yen253.51	£: Yen253.51
£: Index: 76.3	£: Index: 76.3

INTEREST RATES

London:	New York:
Bank Base: 10%	Bank Base: 10%
3-month interbank 9 1/4-9 1/2%	3-month interbank 9 1/4-9 1/2%
3-month Treasury Bills 6 1/4-6 1/2%	3-month Treasury Bills 6 1/4-6 1/2%
30-year bonds 9 1/2-9 3/4%	30-year bonds 9 1/2-9 3/4%

MAIN PRICE CHANGES

ROSES:	250p (+8p)
Norcross	313p (+12p)
PH Tomkins	320p (+11p)
Marley	643p (+15p)
Taylor Woodrow	225p (+10p)
Crystallite	225p (+10p)
Thorn EMI	472p (+15p)
Allied Lyons	338p (+18p)
Metal Closures	181p (+10p)
Purill	515p (+10p)
Gus A	1085p (+25p)
Siebs	790p (+18p)
Net West	780p (+15p)
Prudential	830p (+27p)
Guardian Royal	665p (+27p)
London & Edinburgh	710p (+25p)
Cable & Wireless	650p (+12p)
PCT Group	130p (+25p)
A Walker	120p (+15p)
Fine Arts	155p (+8p)
Belgrave Holdings	117p (+7p)

FALLS:

MERC	345p (-3p)
Harrison Crofields	378p (-8p)
Air Cell	247p (-7p)
PS Ratchiffe	270p (-15p)

GOLD

London Fixing:	New York:
AM \$341.80 pm \$343.75	AM \$341.80 pm \$343.75
close \$342.50-\$343.00 (\$228.50-229.00)	close \$342.50-\$343.00 (\$228.50-229.00)
Comex \$342.80-\$343.10	Comex \$342.80-\$343.10

Burroughs merger problems 'could aid arch-rival IBM'

From Bailey Morris, Washington

The \$4.8 billion proposed merger of Burroughs Corporation and the Sperry Corporation is the culmination of a year's effort by the former United States Treasury Secretary, Mr Michael Blumenthal, to create a computer company big enough to challenge IBM, the world's largest.

Mr Blumenthal, the tenacious chairman of Burroughs, persevered in his efforts to acquire Sperry through a hostile takeover bid and eventually triumphed. He was forced, however, to pay a high price for his victory - about \$6.50 more a share than he proposed last week.

Industry analysts said yesterday that, because of the high price and the potential difficulty of merging the operations of the companies, IBM could end up attracting even more business.

The sweetened offer of \$76.50 a share was accepted by a reluctant Sperry board at a special meeting late on Monday, only two hours after the Burroughs proposal was delivered to company headquarters after a weekend of frantic negotiations.

Mr Blumenthal, who has long espoused the creation of a company with the "critical mass" to oppose IBM, said yesterday that the newly-created computer group would allow the industry to "get over the fear factor that no one has the staying power" against IBM.

The merger, the biggest in industrial history, will create the second biggest US computer company with annual combined revenues of \$10 billion and a diverse products line. Sperry has special expertise in military, airline and transport systems. The strength of Burroughs lies in banking and

related financial services. Even so, the combined company will be only a fifth of the size of IBM.

Analysts said that Mr Blumenthal and the combined management would face a tough battle in their bid to challenge IBM.

The immediate task is to convince Sperry customers that the merger will not affect the stability of their supplier. Beyond that the merger must be accomplished with great skill, without disrupting separate and incompatible computer lines.

"Any sign that these systems are doomed may send some of the nation's biggest computer users into the arms of IBM," one analyst said. Before the proposed merger Sperry and Burroughs ranked fourth and fifth respectively among the biggest US computer companies.

COMMODITIES

Year	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1950	1950	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100

STOCK MARKET REPORT

Fund raising fears could hit new-found confidence

By Michael Clark

The 29 point rise overnight on Wall Street put some new heart back into the London stock market yesterday with share prices racing away in a thin market.

The FT Index finished at its highest level of the day 15.2 up at 1,340.0, but there were rumblings after hours that another rights issue, or a major share placing would be

Dealers have reported persistent buying during this account of Johnson & Firth Brown, the loss-making engineering group. There are whispers that someone may have built up a near 5 per cent stake which has led to speculation that a bid may be on the way. The price closed steady at 39p - 5p shy of its peak.

announced when trading resumes today.

Top of the list of rights issue candidates last night was Abbey Life which lost an early lead to close only 1p dearer at 215p. There was also talk that Cadbury Schweppes, unchanged at 168p, would shake the market with a £90 million tender placing to help pay for its recent acquisition of Canada Dry and Sunlight soft drinks businesses from RJR Nabisco.

Despite the healthier outlook, turnover remained low with dealers left kicking their heels as the long three week Bank Holiday account starting to draw to a close. Market men are now looking to the start of new time dealing for the next

account which starts today to help generate demand.

Takeover talk boosted Ranks Hovis McDougall 6p to 212p. Once again there is talk that overseas trader S & W Berisford has sold its near 15 per cent stake to a mystery buyer who will now launch a full bid for the company. There is talk that Berisford, recently the target of two bids from Tate & Lyle and Hillsdown that have now been referred to the Monopolies Commission, is looking to expand in order to fend off any further unwanted advances. Berisford closed 8p higher at 228p.

Bid talk was also good for Sears 6p dearer at 134p. That is a big rise for the stores group which boasts names like Selfridges and Debenhams. But the market is disregarding sugges-

tions that Sir Philip Harris's Harris Queensway will team up with Great Universal Stores and make a bid.

Scrimgeour Vickers the stockbroker was said to be big buyers of Sears yesterday and there is talk that the shares are long overdue for a re-rating. Also in stores Boots, the High Street chemist, slipped 1p to 263p ahead of figures later today. Analysts are looking for pretax profits of between £193 million and £198 million, including property sales, compared with £190.3 million last time. Boots is said to have warned analysts not to set their sites too high this year, ends.

In foods, Mrs Fields made its expected debut at 125p - a discount of 15p on the offer price of 140p. S & W Berisford improved 6p to

226p on a report that the near 15 per cent holding in Ranks Hovis is up for sale. RHM put on 5p to 211p.

Fine Fare sale hopes also boosted AB Foods by 4p to 336p, but Tesco failed to capitalize on the record profits increase and slipped 2p to 378p, after touching 385p immediately after the announcement.

Ward White rose another 4p to 316p yesterday - for a two-day gain of 16p. Analysts claim the group is pleased with sales growth. Halfords is said to be sharply higher, while the recent acquisition Payless DIY is already 17 per cent up on last year. Brokers such as Mr Tom Wyatt of Kleinwort Greaveson say the shares look good value.

Metal Closures was lifted 10p to 191p, awaiting takeover developments from the talks with Waddington. Recent good results continued to support Fine Arts at 158p and Crystalline 228p, both up 8p, but a heavy profits setback knocked 7p from Air Call at 247p.

Harrisons & Crosfield also disappointed with a 30 per cent decline in earnings, down 8p to 378p. Belgrave Holdings gained 7p to 177p as International Securities increased its stake to just under 30 per cent. Spatialfield redevelopment prospects stimulated London & Edinburgh Trust at 710p, up 25p, but disappointing profits clipped 3p from MEPC at 345p.

RECENT ISSUES

Equities	Templeton (278p)	203
Amber (130p)	Tech Project (140p)	114
Arlington (115p)	Usher (Frank) (100p)	175
Ashley (113p)	Walton (125p)	89-1
Br Island (60p)	Westbury (145p)	158
Carte Cooper (130p)	Worcester (110p)	141-1
Combined Lease (125p)	Wicks (140p)	158
Dalepark (107p)		
David Dy (155p)		
Dean & S (50p)		
Debor (130p)		
Fields (140p)		
Green (120p)		
Haggas (114p)		
Ipsco (120p)		
Jurys Hotel (115p)		
Les Mill (180p)		
Lodge Cars (70p)		
Monopole (57p)		
Musterin (105p)		
Really Useful (330p)		
Savage (100p)		
Splash Prods (70p)		

RIGHTS ISSUES

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Lodge Cars (70p)		
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Musterin (105p)		
Really Useful (330p)		
Savage (100p)		
Splash Prods (70p)		

APPOINTMENTS

Mr Iain Gamage
Reed Accountancy: Mr Iain Gamage has been made managing director.

Cadogan Consolidated: Mr Christopher Raudag has been appointed executive director.

Wiggins Group: Mr Jeff Fanstone has joined the board.

County Bank: Mr Peter St George has been made a director.

Marley: Mr Peter Aldridge has joined the board.

Granada Group: Mr Andrew Quinn is now a director.

Glovet Atlantic Investment Trust: Mr Paul Nix has been made a director.

APV Holdings: Mr D B Hefner and Mr E H Sharp have been elected to the board.

BS & B Safety Systems: Mr Hugh Beveridge has been appointed group vice president - international marketing.

Clayform takes 3.47% stake in Percy Bilton

By Cliff Feltham

Percy Bilton, the house-builder and property developer, sounded the alert yesterday after a routine check of its share register showed that a 3.47 per cent holding had been bought by the much smaller Unlisted Securities Market company Clayform Properties.

Bilton was able to flush out the ownership of the holding built up in nominee names under section 204 of the Companies Act.

In a statement to shareholders, Bilton said: "The motives of Clayform Properties for acquiring this shareholding are unknown but the making of investments of this nature and size is not within the ordinary course of its business."

Mr Ron Rosenblatt, a director of Percy Bilton, said: "We have no idea what they are up to but obviously we are anxious as to their intentions. Naturally we would resist a bid if that is what they are planning."

Mr Michael O'Halloran, a Clayform director, would not comment on whether the stake was acquired as a platform for a bid. "We think it is a reasonably attractive com-

COMPANY NEWS

EUROPEAN FERRIES GROUP: The chairman, Mr Kenneth Siddle, says in his annual statement that the group sees the future with confidence. Although 1986 provides some uncertainties, the management and investment programme gives the four main divisions great potential for increased profitability.

BISCHITZ TIN CO: Results for year to December 31. Dividend 0.65p (same). Turnover 254,000 (256,000). Group profit before tax and extraordinary items 80,439 (77,901). Earnings per share 0.90p (0.95). The chairman, Mr M A Hellen, said that results for 1986 should be satisfactory.

LONDON & ASSOCIATED INVESTMENT TRUST: Dividend 0.30p (0.24). Figures in £000 for year to December 31. Turnover 706 (533). Group profit before tax and extraordinary items 393 (311). Earnings per share 1.60p (0.95), fully diluted 1.48p (0.95).

REABROOK HOLDINGS: The company has acquired Brecknall, of Burnley, for £291,000.

PROVINCIAL INSURANCE: In respect of the proposals for a group reorganization and the cancellation of the company's 10 per cent and 25 per cent listed preference shares at prices of 140p and 70p per share respectively, the directors have decided to increase slightly the consideration to 143p for the 10 per cent preference and to 73p for the 25 per cent preference.

MARLEY: The company says that it considers the US should be a major centre for future expansion of its building products interests. It has signed an agreement with the board of the General Shale Products Corporation, of Johnson City, Tennessee, to make a tender offer for General Shale at \$30 per share, payable in cash. The offer values General Shale at \$93.9 million.

More company news, page 24

TEMPUS

Unsung strategy hits right note at Tesco

Tesco's drive to move up-market has probably occurred faster than perceptions have changed among its customers and investors.

But despite having a High Street image which is still at odds with reality, the improvements are being reflected in the net margin on sales. This showed an increase of a full percentage point to 3.7 per cent in the year to February 22, announced yesterday.

The margin improvement was helped somewhat by a change in the accounting treatment of interest.

Like the sector leader Sainsbury, Tesco now capitalizes interest on the funding of its store expansion programme. It does not yet include property profits in the margin calculation, but if it did, its net margin would still be a full point below Sainsbury's.

Nevertheless, yesterday's results are a solid vindication of Tesco's strategy. Turnover was up 12 per cent to £3.35 million. Excluding inflation of 4 per cent, there was an estimated volume gain of 8 per cent, of which established stores contributed 6 per cent and new stores the balance.

Pretax profit was up 51 per cent to £122.9 million, boosted by interest received on the rights issue cash and the capitalization of interest.

Tesco plans to spend £233 million opening 11 new stores, building two extensions and refurbishing existing stores in the year to next February. This will add more than 400,000 square feet to its net selling area of 7 million square feet.

It will continue to seek increases in its net margin through a better mix of sales (more high margin items such as fresh fruit, vegetables and bakeries), increased productivity in retail wages (it improved by 5 per cent last year) and through more efficient distribution.

In its move up-market, it is developing a better range of quality products for own label, especially in fresh foods, which are 85 per cent own label, and textiles, which are largely own label.

It is also identifying and rationalizing inefficient space and turning it over to higher margin goods. It is therefore contracting its DIY exposure, concentrating on the high volume, convenience end rather than trying to compete with B & Q.

The benefits of the changes which are taking place within Tesco are being concealed to

some extent by the ongoing costs. But pretax profit in 1986-87 should approach £150 million. This puts the shares on a prospective multiple of about 17, and the shares may consolidate around this level, having outperformed the sector recently.

Blick

The use of time-recording equipment, not surprisingly, dates back to the industrial revolution when "clocking-on" and "clocking-off" was the standard method of monitoring employees' timekeeping.

Blick, a company whose origins date back to 1919, is a market leader in the supply of this type of equipment. It is seeking a full listing on the London Stock Exchange next month.

The offer price of 147p values Blick at £29.4 million. The 7.3 million shares being offered amount to 36.5 per cent of the company and will raise £1.3 million.

The company markets a comprehensive range of time-keeping equipment from the traditional electro-mechanical equipment to electronic and computerized equipment. It also manufactures, sells and rents paging equipment.

Some 67 per cent of its £13.4 million turnover is generated by equipment sales and the rest from its continuing customer base - equipment rental, maintenance and repeat supplies.

The five-year profit record is somewhat marred by losses on discontinued businesses. A loss of 1,05p per share in 1982 was principally incurred due to reorganization costs of ITR, a time-recording equipment company acquired in 1982.

The directors forecast earnings per share of 10.48p for the year to September 30, 1986. The offer is therefore priced on a multiple of 14, about the market average, not unreasonable for a company whose health depends on the health of industry in general. The gross yield of 3.3 per cent is below the market yield of 3.8 per cent.

Harrisons & Crosfield

Shareholders in Pauls who followed the recommendation of their board in accepting Harrisons & Crosfield's paper offer last year have cause for regret. After they

surrendered their shares in Pauls, a steady if dull performer, Harrisons & Crosfield's shares sank from 443p to a low of 327p last October. Yesterday they were 385p.

Harrisons & Crosfield launched its bid for Pauls at a time of rising profits. A year later the picture is distinctly less comfortable. Yesterday the company announced profits of £58.5 million, down by 30 per cent.

Just as plantations were the biggest factor in 1984's record profits, they were also the company's downfall last year. The main culprit is the palm oil price which has fallen from a July 1984 peak of \$937 a tonne to \$230 now, \$10 off the low of three weeks ago.

The problem has been exacerbated by Harrisons & Crosfield's work on increasing yields, which has unfortunately come to fruition just as the world market for edible oils has become seriously oversupplied. The market for other commodities such as rubber, cocoa and coconut have been less badly affected.

Overall the profit from plantations fell from £49.4 million to £27.1 million and with no sign of an upturn in the palm oil price, the outlook for this year is not encouraging.

The company was also hit by currency movements, which reduced last year's profits by £9.4 million. It is considering a move to average exchange rates.

Despite problems with commodity prices, the company says its non-plantation interests are doing well. Last year chemicals rose from £16.0 million to £18.7 million despite a worse-than-expected performance in the North American distribution business. The mixed general trading group was also disappointing.

Pauls, the animal feed company, contributed £10 million in the nine months since its acquisition, roughly in line with Pauls' own forecast for the whole of 1985 made at the time of the bid.

The company has maintained its dividend at the cost of reverting to a dividend cover of only 1.4 times. Given that its balance sheet is by no means stretched with gearing at 35 per cent, it is probably prepared to see that cover decline even further, which makes the yield of 7.3 per cent fairly attractive.

The company says it is less dependent on commodity prices than it once was but investors looking for a capital gain should watch the palm oil price before jumping in.

US tourism was rising before Libya bombing

By Derek Harris, Industrial Editor

Americans were keener than ever to come to Britain before the bombing of Libya. There were 15 per cent more visitors from north America in the first quarter of this year compared with the same period of 1985. The transatlantic flow in March was up 20 per cent.

This trend holds out some hope that the flood of cancellations in April and May, with American bookings estimated to be down a third or more because of worries over terrorism, may not be quite as big a disaster for the British tourism industry as has been feared.

Provisional estimates from the Department of Employment yesterday showed 2.6 million visits to Britain from overseas in the first quarter of this year, a 10 per cent rise over the same period last year.

The improvement came largely from north America, which showed the biggest rise in the number of visitors, and from Western Europe which was up 12 per cent. There were 560,000 visitors from north America which was rather more than a fifth of all those from abroad.

Overseas visitors have, however, been spending less

per head in Britain. First quarter expenditure was \$905 million - about the same as last year.

Mr Leonard Lickorish, director general of the British Tourist Authority, said the first quarter figures were encouraging.

"Although we must expect some fall-off in transatlantic travel for April and May BTA is cautiously optimistic for the year as a whole," he said.

"It is the beginning not the end of the main tourist season. Furthermore about 80 per cent of our overseas visitors come from countries other than the United States."

Britons made 3.7 million visits abroad in the first quarter of this year, a 12 per cent rise on the same period last year.

"They" were also spending more abroad, the first quarter showing a rise of 6 per cent. It drove the balance of payments account into deficit in March to the extent of £85 million compared with a £9 million surplus the previous March. The first quarter still shows a surplus of £10 million but this contrasts with £57 million in hand during the same period last year.

SKF

Interim Statement

SKF Group profit for January to March 1986 amounted to 359 million Swedish kronor after financial income and expense as compared with 388 million for the corresponding 1985 period. Sales rose 4 per cent to 5,149 million kronor.

	Jan-March 85	Jan-March 86
Sales (MSkr)	4,952	5,149
Operating income after depreciation (MSkr)	397	363
Earnings after financial income and expense (MSkr)	388	359
Capital expenditure (MSkr)	120	122
Average number of employees	43,447	43,904

Rolling bearing demand in Europe continued to improve. The position in North America regarding demand was largely unchanged compared with the preceding three months. In components and component systems, market conditions were favourable both in Europe and America.

A somewhat weakened rolling bearing income was attributable to losses by SKF Industries in the USA. The American company's rationalization programme however began to make itself felt, with significant improvement in productivity and greater stability in business activities.

Capital expenditure totalled 122 million kronor (120). Earnings per Parent Company share were 10.05 kronor (10.65).

In April this year, AB SKF and the owners of Ovako Oy Ab, Finland, agreed on a merger between the Finnish company and SKF's steel operations. The resulting steel group becomes Europe's largest in special steel with a turnover estimated at 5.5 billion kronor.

Aktiebolaget SKF, S-415 50 Göteborg, Sweden

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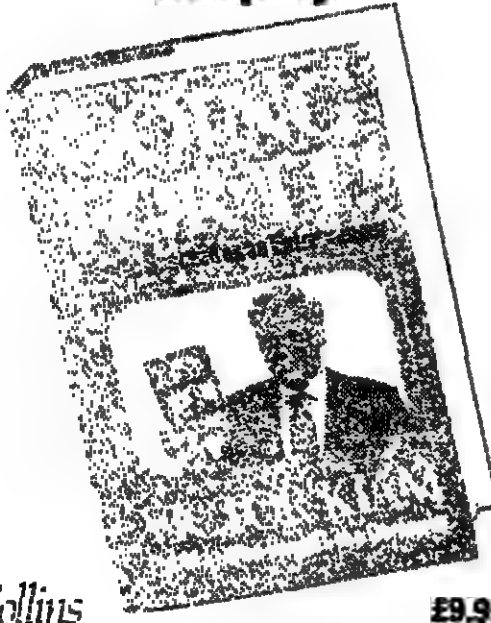
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Warning on buildings depreciation

MEPC profits rise 10%

By Judith Huntley

The impact of obsolescence on property values is of crucial importance to the property world, although few are prepared to tackle it head on. But in a rapidly changing economy, it is a subject none can ignore.

Recent property revaluations undertaken by quoted property companies demonstrate how much of an impact ageing property can have on the overall value of investment portfolios.

The College of Estate Management has just produced a paper on the depreciation of commercial property which is described by Mr Peter Huntman, the principal of the college, as "our most significant research for a decade".

Its findings reveal that property, normally considered an inflation hedge, can no longer be taken as such. The implication of the research is that only "hands-on management" will prevent buildings becoming obsolete.

Property is no longer a long-term asset which can be bought and left alone. It will depreciate unless time and money is spent on keeping it up to its full investment potential. And the researchers argue that current yield levels for some types of new property are too low to allow for the impact of building depreciation.

One of the most unexpected findings of the research is that depreciation hits buildings early in their life. In the office and industrial sectors, for example, the average rate of depreciation in rental and

MEPC, one of Britain's largest property companies, which is the subject of takeover speculation, revealed its interim results yesterday. Pretax profits for the half year to March 31 were £27.1 million, a 10.1 per cent rise on the same period the previous year. The net income from investment properties rose from £37.5 million to £43.6 million helped by the acquisition of the English Property Corporation last year.

EPC bought Lee House in the City of London to MEPC which intends redeveloping the building and bridging over London Wall in a £65 million, 335,000 sq ft office scheme.

The company says its development programme stands at a record

£500 million with £61 million of capital expenditure worldwide this year. MEPC is a contender to build 500,000 sq ft of offices above Cannon Street Station in the City.

Earnings per share are 7.5p compared with 7.4p for the 1985 interim figure. The company predicts more trading profits in the second half. It has re-financed its debt in a £200 million, medium-term syndicated facility through N.M. Rothschild.

Takeover speculation still surrounds the company, with names such as Trafalgar House, which denies bid talks, Hongkong Land and Hammerson being mooted. But with a market capitalization of more than £715 million, any bid would have to be agreed.

market, will have to become the norm. This means that property would be a higher-risk, higher-return business than it has been of late.

The clearest example of this is the development and management of the covered shopping centre. The CEM's research shows that large property investors are particularly worried that yield levels for such new schemes, as well as offices, do not make adequate allowance for depreciation. Their fears are well founded for offices in some locations, according to the CEM.

Building depreciation is undermining property's ability

to act as an inflation hedge. Information produced in the report shows that in many locations the rental value of a 20-year-old office or industrial building is no more than 55 per cent of a new building. This implies a relative fall-off in rental value of 3 per cent a year.

The gap between the capital value of a new and 20-year-old building is even more marked. It is not uncommon to find that the capital value of a 20-year-old property is no more than 35 per cent of its modern counterpart, implying an annual fall in value of 5.4 per cent, according to the researchers. It is hard to see how

property can be an inflation hedge when judged in this light.

The CEM report* has come up with a depreciation-sensitive form of appraising property investment. It says this will help investors to avoid buying over-priced assets in terms of the allowances to be made for building depreciation. Conversely, it may also highlight underpriced properties where the vagaries of the market have resulted in too steep a fall in value.

There are legal and fiscal problems to be tackled in the process of dealing with depreciation. The VAT regulations are a deterrent to granting short-term leases and the Landlord and Tenant Act does not help either.

Some areas are insulated from the effects of depreciation by the high underlying value of the land on which buildings stand. But in the hard-hit north of the country, new development is hard to find where profits are low, even without the prospect of depreciation to be taken into account.

Reform of the existing legislation would be the necessary implication for any policy designed to steer property development and investment away from the South and East of England. And indeed it may have to come about even there, if property investors are to see an adequate return from their buildings compared with other investment vehicles.

*Depreciation of Commercial Property by Francis Salway. Published by the College of Estate Management, Whiteknights, Reading RG6 2AW.

LET group confident in race for market site

The Spitalfields Development Group, comprising London & Edinburgh Trust and Balfour Beatty, believes it has the winning hand in any bid to redevelop the site of the Spitalfields fruit and vegetable market on the eastern edge of the City of London.

The developers have two axes - an alternative site for the market (a factor which prevented redevelopment earlier) and ownership of part of the key frontage to the site on Bishopsgate.

But that may not be enough to persuade the City Corporation to sell them the freehold of Spitalfields market. The corporation is likely to put the site out to tender and competition will be fierce.

Roschag/Sianhope is one contender, having already cornered the office market at Liverpool Street Station and along Bishopsgate.

Norwich Union also has two buildings fronting Bishopsgate, which gives it a useful hand in the game. And County and District Properties, the British property arm of the Coston Group, also has a site.

Any one of these may try to package a deal for the 14-acre site. LET and Balfour Beatty are looking for other partners.

The area is politically sensitive. The London Borough of Tower Hamlets, although not the market owner, is concerned to see local needs catered for. There will be a substantial element of planning gain to be extracted from a redevelopment, LET has already talked to the council.

The retail element of its scheme will be part of the planning gain, although it will be commercially viable. The residential aspect is likely to be housing association accommodation. The office element, therefore, has to make the project financially viable.

The consortium is working to the idea that several US and British banks will still be looking for space as a result of big bang. Spitalfields could provide the answer.

LET admits it has a very tight timetable (it hopes to make its planning application in July for a completion in 1990) in which to get the scheme off the ground before the heat goes out of the City office market.

Meanwhile, LET has invested £12 million in buying a former British Rail engineering works, three miles from Spitalfields at Temple Mills, close to the proposed extension of the M1, as the possible site for a market.

Arab group in £50m office development

● The COR-DOR Group, a consortium of Arab interests, has signed an agreement with the London Docklands Development Corporation to develop a £50 million 240,000 sq ft office scheme in the Isle of Dogs enterprise zone.

The site is next to the new Floor headquarters in West India Dock and faces over Canary Wharf, the scene of the 10 million sq ft financial centre proposed by a consortium of foreign banks.

COR-DOR was originally to have developed in Canary Wharf, but the LDDC decided to allow the banking consortium to proceed with its plans which depend on parliamentary approval for an extension of the Docklands Light Rail-

way into the heart of the City from the Isle of Dogs.

Grant & Partners, one of the first commercial estate agents into docklands, is acting for COR-DOR as the letting and selling agent.

● Grosvenor Square Properties, which is developing the London Pavilion in Piccadilly, is turning its attentions to the City. It is carrying out a joint development with the owner of a site in St John's Lane adjoining the 13th century Arch of St John, north of Smithfield, the meat market.

Grosvenor Square plans two office buildings totalling 34,000 sq ft. It will sell for owner occupation or let the buildings which will be completed by the autumn of 1987. The letting agents are King & Co and Parnis Bird.

● Tokyo has joined the City as the world's most expensive office location, according to the latest survey from Richard Ellis, the firm of chartered surveyors.

The total cost of occupying offices there is now \$60.41 a sq ft, in line with the Square Mile at \$60.65 a sq ft. Richard Ellis says Tokyo's costs show a 20 per cent rise since November after a 5 per cent rise in rents and the strengthening of the yen against the pound.

The shortage of prime office space in Tokyo means that firms are leasing the best quality offices they can find in secondary locations which are seeing dramatic rental growth.

New York's mid-town Manhattan area lags behind both cities with total costs of \$45.72 a sq ft, followed by

the West End of London at \$40.70 a sq ft.

A look at rents alone, excluding rates and service charges, shows that Tokyo's are \$49.64 a sq ft compared with the City's \$37.50. But the Square Mile has rates that are additionally 48 per cent of the rent compared with Tokyo's 10 per cent. Service charges are similar in both locations.

Hong Kong has seen rents increase by 40 per cent in the past year to \$27.06 a sq ft, a sharp contrast to the falls seen during the demise of the property market in 1982-84.

● Board changes are afoot at Haslemere Estates, the property company taken over by Rodamco, the Dutch group.

Mr Gerald Powell, joint managing director, and Mr

Tim O'Rourke and Mr Andrew Hamilton, co-directors, are resigning from the company. They will leave after July 31. Mr Paul van Rossum, from Rodamco, stays as managing director.

● Swire Properties, the Hong Kong-based developer, has paid HK\$1 billion (\$25.33 million), a record price, for a Government-owned site at Victoria Barracks in the colony. The purchase consolidates Swire's holdings at Victoria Barracks on which it is developing an office and hotel scheme.

The sites are in Hong Kong's central district, the heart of the colony's financial area, and are close to the new Bank of China building and a 980,000-sq-ft office scheme being developed by Far East interests.

COMPANY NEWS

● THE WINTERBOTTOM ENERGY SYSTEM: Net asset value per ordinary share at the close of business on May 23 was 115.3p after deduction of prior charges at par and 117.3p after deduction of prior charges at market value.

● THE FINNISH INVESTMENT TRUST: Final 1.5p, making 2.6p (2.4). Figures in £000 for year to April 30. Gross investment income 3,722 (4,122), pretax revenue 3,146 (2,825), tax 1,087 (1,088). Earnings per share 2.65p (2.24p). A major investment was made in continental Europe, taking investment there from 6 per cent to 20.3 per cent of assets.

● RAUMA-REPOLA OY: The company is to discontinue window production. It is to sell all its shares in RR-Ikkunakeskus Oy, which it owns jointly with Swedish Match, to five Finnish window producers.

● MORGAN CRUCIBLE: The company has awarded the Barclays Bank group a mandate for a \$80 million, or currency equivalent, uncommitted sterling tender panel acceptance and multi-currency cash advance facility incorporating a sterling commercial paper option.

● RADIO CITY (SOUND OF MERSEYSIDE): No interim dividend. Figures in £000 for six months to March 31. Turnover 1,097 (1,424), pretax loss 169 (loss 49), loss per share 6.11p (1.89). The company says that the disappointing result reflects the continued trading position of the independent radio industry and the poor economy of Merseyside. But the major portion of the loss was incurred by the Beattie City exhibition, which is now being transferred to Transworld Leisure. The company is gaining the full benefit of a number of economies, and it is anticipated that there will be a trading profit in the second half.

● THE NORTHERN AMERICAN TRUST: Interim 1.4p (same). Figures in £000 for half year to April 30. Gross income 1,507 (2,184), pretax revenue 862 (1,680), revenue after charges and tax 571 (1,074). Earnings per share 1.63p (3.13). The board intends to maintain the same total dividend, although it will not be fully covered by revenue.

● TEXAS EASTERN: Results for three months to March 31. Figures in \$m. Operating income 36.9 (130.9), net income 6.0 (44.8). Earnings per common share 0.11 (0.85).

● SILENTNIGHT HOLDINGS: The chairman, Mr Tom Clark, says in his annual statement that the group's performance in the first quarter is ahead of the corresponding period and that, provided the usual seasonal upturn in the second half, materials, the company should be well placed to benefit.

● (WALTER) RUNCIMAN: The chairman, Mr W G Runciman, says in his annual report that results so far this year are satisfactory, and he expects that, provided interest and exchange rates do not move against the company, pretax profits for the full year will be higher than in 1985.

● HAMPTON GOLD MINING AREAS: The board and its financial advisers regard Metals Exploration's unsolicited offer as "wholly unacceptable." The board has commissioned fresh valuations of all major assets, and it says that any indications that these will result in an asset value substantially in excess of the offer.

● CONNELLS ESTATE AGENTS: A total of 3,131,610 new ordinary shares (approx 93.9 per cent) have been taken up under the rights offer.

● HAY & ROBERTSON: No dividend. Results for six months to November 30. Turnover £105,274 (£228,829), loss before tax £3,815 (profit £1,229). Loss per share 0.005p (earnings 0.002p). The reduction in turnover was because of a substantial fall in business with one particular customer.

BASE LENDING RATES

ABN	10.00%
Adam & Company	10.50%
BCCI	10.00%
Citibank Savings	10.75%
Consolidated Grs	10.50%
Continental Trust	10.00%
Co-operative Bank	10.00%
C. Hoare & Co.	10.00%
Hong Kong & Shanghai	10.00%
Lloyds Bank	10.00%
Nat Westminster	10.00%
Royal Bank of Scotland	10.00%
TSB	10.00%
Citibank NA	10.00%

† Mortgage Base Rate.

HARRISONS & GROSFIELD

SUMMARY OF RESULTS

(Subject to Audit)

	year ended 31st December	
	1985	1984
	£ million	£ million
Group profit before interest and taxation	77.8	97.3
Group profit before taxation	58.5	83.2
Earnings for Ordinary shareholders	36.7	47.2
Earnings per Ordinary share	28.6p	38.8p
Dividends per Ordinary share	20.0p	20.0p

ORDINARY DIVIDEND The Board recommends a final dividend of 15.5p per share, making, with the interim of 4.5p per share, a total for 1985 of 20p per share (28.26p with the related tax credit). The total dividend for 1984 was 20p per share. Notes: The comparative figures for the year ended 31st December 1984 are an extract from the full accounts for that year which have been filed with the Registrar of Companies and on which the auditors gave an unqualified opinion.

Low prices for some of the Group's plantation products and adverse exchange rate movements were material factors affecting the profits for 1985.

Plantations

Profit before interest £27.1m (1984 £49.4m)
Crops from all plantation interests were higher than or close to the records of 1984. Because of the dramatic fall in the price of palm oil to the lowest level in real terms since the Second World War, profits were much reduced.

Chemicals & Industrial

Profit before interest £18.7m (1984 £16.0m)
All manufacturing companies in the UK and Europe were highly profitable with production and demand at acceptable levels for most of the principal products. Excellent profits were made in chemical distribution in the UK and better performance was achieved in Australia and the West Coast of the USA; elsewhere in the USA margins were lifted but turnover suffered slightly, as was to be expected. The Canadian business did not improve as anticipated and much remains to be done by the new management team in that country. Against a background of reduced mining activity and before development costs in the USA, Linatex operations accomplished further growth.

Pauls

Profit before interest £10m
The offer for Pauls plc was declared unconditional on 2nd April 1985 and the Pauls results have been included from that date. All divisions of Pauls performed satisfactorily and close to their operating budgets.

Timber and Building Supplies

Profit before interest £7.6m (1984 £11.0m)
The worst winter for twenty years exacerbated the downturn in building activity at the beginning of 1985, producing lower UK operating profits in the first six months. Corrective measures taken are reflected in much better profits in the second half of the year, a trend which has continued into 1986, although tempered in the early months by inclement weather.

General Trading

Profit before interest £5.7m (1984 £7.9m)
This division suffered a setback from the widespread recession which affected many areas. Good results were again achieved by the jute marketing business and by New Zealand.

Prospects

With commodity prices at current levels and world over-production of edible oils, it is difficult to predict the likely earnings of the Plantation Division for 1986. Agricultural output is most satisfactory and costs are well controlled but much leeway has to be recovered in prices before returns can be considered acceptable. The chemical manufacturing companies have opened the year with very encouraging profits. It is anticipated that further useful improvements will also be made by the chemical distribution businesses in North America. For 1986 we will have the benefit of a full year's profits from Pauls; their various subsidiaries have started the year well and should make a sizeable contribution in all areas, although competition, particularly in animal feeds and milk, remains intense.



GENERAL SOCIETE GENERALE DE BELGIQUE GENERALE MAATSCHAPPIJ VAN BELGIE

REPORT 1985

The Annual General Meeting held on 6th May 1986 approved the Accounts for the 1985 financial year and the payment of a net dividend of BEF 103 on ordinary shares (against BEF 96 for 1984) and BEF 131 net for APV shares (compared with BEF 107.50 for 1984).

The 1985 accounts show a profit of BEF 2.8 billion, 42.9% up on the previous year. As at 31st December 1985 the value of the company's investments was estimated at close to BEF 70 billion (against BEF 57.3 billion in 1984, while shareholders' funds totalled BEF 45.5 billion).

strategy in the areas of international trading, financial engineering and electronics, telecommunications and media.

The Company's Annual report can be obtained from Société Générale de Belgique - Generale Maatschappij van België Information Department, Rue Royale 30, B-1000 Brussels using the reply coupon below

Surname	_____
Forename(s)	_____
Capacity	_____
Company/Organization	_____
Address	_____
Post Code, City	_____

Other major events in 1985 included an international share issue on the European capital market, the pursuit of the strategy of consolidation and rearrangement of the company's investment holdings (GECHEM, CMB, etc) and the continuation of the development

The Extraordinary General Meeting which was held after the Ordinary General Meeting approved an increase in the company's share capital through a one-for-ten rights issue at a price of BEF 2,600 per new share. The public subscription period will run from 22 May to 5 June 1986.

David Smith talks to the man who says 'No' — John McGregor, Chief Treasury Secretary

Keeper of the public purse faces a rough Cabinet ride



John McGregor: Local spending system "creaking"

The Chief Secretary to the Treasury, Mr John McGregor, faces a difficult task in containing the demands of the spending ministers, but is determined to hold the line on public expenditure.

Shifts in spending priorities can take place within existing planning totals for public expenditure, he said in an interview with *The Times* yesterday.

The annual public spending round, to determine the size and content of state expenditure next year, is about to begin. But already the jockeying for position is under way.

Mr Kenneth Baker, the new Secretary of State for Education, and Mr Nicholas Ridley, who replaced him as Secretary of State for the Environment, have been given an additional two weeks to submit requests for extra spending to the Treasury.

It is likely that these will total £4 billion, out of a total for additional spending of some £6 billion. This year more than most, the whole question of public spending versus tax cuts is up in the air, after the Government's poor showing in both the opinion polls and the local elections and by-elections earlier this month.

Mr McGregor is facing his first full public spending round. Appointed to the job in mid-round in last September's Cabinet reshuffle, he has nevertheless developed clear ideas of the problems of public spending control, and how the system can be improved.

This year, for the first time, ministers have to submit in

writing any bids for extra public spending, with a copy to the Prime Minister. The original deadline for these was the end of this month, but for Mr Baker and Mr Ridley it has been extended to mid-June.

Mr McGregor described that as "a technical change". "Ministers are having to put in their bids to me", he said. "I was anxious to get discussions going with ministers rather earlier than we did last year."

The change has been seen as an attempt by the Treasury to shift the burden of proof for extra spending further to the departments, and to ensure that bids are not submitted until opportunities for spending out of cost savings have been exhausted.

"We'll have to see what the effect is", said Mr McGregor. "We don't regard it as a major change. The idea is to get ministers to focus on priorities within departments."

Although formal bids have not yet been received from either Environment or Education, Mr McGregor has identified one area within the Environment budget — local authority spending — as a key element in this year's public spending round.

He was confident that the Government would meet its

overall planning total of £139.1 billion for this year — 1986-87. But, he said: "The main worry is local authority expenditure and local authority pay. We have yet to see what the outcome of the pay round for local authority workers will be."

"We now know that local authority spending is going to be up by 8 per cent this year, while central government spending is level in real terms."

"It is very important that, with lower inflation and the need for not getting out of line with the private sector, local authority pay settlements are moderate. With the problem

of local authority expenditure next year, pay could be a key element."

During the last public spending round, decisions on local authority spending in later years were deferred. The cash totals for 1987-88 and 1988-89 were left unchanged, on the assumption that any increases would be found out of the reserve — set at £6.3 billion in 1987-88 and £8 billion in 1988-89.

The battle over local authority spending this year thus starts from a less advanced position than other areas of expenditure. The indications are that Mr Ridley will submit

a bid for around £2 billion of extra local authority current spending for next year, within an overall Environment bid of around £3 billion.

"It was a very temporary decision to carry forward local authority current expenditure in cash terms", said Mr McGregor. "This was reflected in the Reserve, some of which clearly has to be pre-empted. Precisely how much is going to be one of the big issues in this year's public expenditure survey."

However, the Chief Secretary is determined to maintain control over local authority spending, even if it means large rate rises next year. "One doesn't want to have excessive rate increases", he said. "They can be very serious for businesses, particularly small businesses. But the way out of this is not to relax our controls. Under the present system this would just lead to excessive spending and higher rates."

"One of the things that struck me last year was how the present system — it's a Byzantine nightmare — does not actually deliver what you appear to be aiming at. People look at the planning totals for education and health but, because of the ability of local authorities to switch between services, you say you are going

to spend a thousand million on a service but you don't."

And he added: "Undoubtedly the system of controlling local authority spending is creaking". But any improvements in control are unlikely to affect this year's public spending round.

The bids for extra spending for next year, probably around £3 billion from Environment, £1 billion from Education and about £2 billion spread between other departments, come at a time when a debate is taking place within the Government over whether the £8 billion at the Chancellor's disposal over the next two years should be used to meet the goal of a 25p in the pound basic rate of income tax, or on extra public spending to cut unemployment.

"It's a key job of government to get the balance between tax and expenditure right", Mr McGregor said. Mr McGregor recognizes that there will be some hard decisions in this year's spending round, and that it will be necessary to resort to the ministerial Star Chamber in the autumn to settle disputes.

"My feeling is that there are sometimes such key issues that some of them go beyond the bilateral discussions", he said. "In fact, the Star Chamber worked very well last year."

This year, with a shift in the balance of the Cabinet towards extra spending, both the Star Chamber and the Chief Secretary appear to be in for a more difficult time.

Law Report May 29 1986

Discovery test same as for judicial review

Regina v Governor of Pentonville Prison and Another, Ex parte Herbage (No 2) Before Mr Justice Hodgson (Judgment given May 22)

In deciding whether to grant discovery in judicial review proceedings, the court should apply a standard no higher than that applied when considering whether or not leave to apply for judicial review should be granted.

Mr Justice Hodgson so held, granting an application by Mr Alex Herbage against the Governor of Pentonville Prison and the Secretary of State for the Home Department, *inter alia*, for an order for discovery of all medical and/or psychiatric reports concerning the applicant since his removal in custody on August 1, 1985, and in particular all reports concerning the applicant written and submitted by Dr Rees arising out of any observations by the doctor of the applicant.

The applicant sought discovery in connection with his forthcoming application for judicial review relating to the conditions of his detention at Pentonville Prison where he was being held pending his extradition to the United States for alleged offences of dishonesty.

Mr Alan Newman and Mr Anthony White for the applicant, Mr John Laws for the governor and the secretary of state.

MR JUSTICE HODGSON said that he had given the applicant leave to move for judicial review on May 13, 1986. On May 19, he had refused the applicant's application for interlocutory interim relief on the merits: see *R v Governor of Pentonville Prison, Ex parte Herbage* (*The Times*, May 21).

Leave to apply for judicial review had been granted on the basis of the evidence then placed before his Lordship, consisting of an affidavit of the applicant and a number of medical reports. Evidence subsequently filed by the governor and the secretary of state in opposition to the application for interim relief, placed in issue practically all the facts disputed by the applicant.

Before the court could consider whether the applicant's case for judicial review had been made out, it would have to come to a conclusion about the actual conditions in which the applicant was being detained.

The applicant sought an order for interrogatories in the present proceedings, but they were merely an attempt to cross-examine the governor without obtaining the leave necessary to cross-examine on his affidavit.

That application would be refused.

The materiality of the documents in respect of which discovery was sought arose in the following way.

The governor had deposed that the applicant was being detained in the psychiatric wing on the advice of medical officers and that there were no operational reasons for moving him and no medical reasons for his transfer to another establishment.

In his affidavit in support of the present application, the applicant deposed that Dr Rees had led him to believe that he had submitted medical reports expressing concern about the conditions of his detention and recommending that he be transferred back to Winchester Prison.

There seemed to be an almost total dearth of authority as to the principles which should guide a court exercising its jurisdiction under Order 33 of the Rules of the Supreme Court when an application for discovery was made.

Prior to the changes made in Order 53 in 1977, there was no possibility of obtaining discovery in that jurisdiction.

However, Lord Diplock, in his observations in *O'Reilly v Mounan* (1983) 2 AC 537, 582, seemed to have been saying that the cases in which discovery should be granted in Order 53 proceedings should, subject only to the different nature of the proceedings, be no more restrictive than in proceedings begun by writ or originating summons.

Mr Laws submitted that the passage in Lord Scarman's speech in *R v Inland Revenue Commissioners, Ex parte Federation of Self Employed and Small Businesses* (1982) AC 617, 654, required the court to apply a higher standard in deciding whether to order discovery than in deciding whether to grant leave to move for judicial review.

It would, however, be wrong so to limit the discretion of the court and it would be contrary to the principle laid down by Lord Diplock in *O'Reilly* that an applicant for judicial review had practically nothing to gain by proceeding by writ or originating summons.

Had the present proceedings been begun by either of those ways, his Lordship was satisfied that discovery would have been ordered, even against an officer of the Crown.

Leave to move having been granted it would be wrong to refuse the application for discovery.

Solicitors: Shone & Barker, Treasury Solicitor.

Unauthorized agent is not binding

Armagas Ltd v Mundogas SA Before Lord Keith of Kinkaid, Lord Brandon of Oakbrook, Lord Templeman, Lord Griffiths and Lord Oliver of Aylmerton (Speeches sold May 22)

An agent known not to have general authority to conclude a certain type of transaction but who did so after falsely representing that he had sought and obtained approval for the transaction on that occasion from his principal could not be reasonably believed to have specific ostensible authority; and the principal was not vicariously liable for the loss caused by the misrepresentation to the other party.

The House of Lords so held in dismissing an appeal by the plaintiffs, Armagas Ltd, from the judgment of the Court of Appeal (Lord Justice Stephenson, Lord Justice Dunn and Lord Justice Robert Goff) (1985) 3 WLR 640 dismissing their claim for damages against the defendants, Mundogas SA, for wrongful repudiation of a charterparty signed by one of their employees without their knowledge or authority. Mr Justice Staughton (1985) 1 Lloyd's Rep 1 had found for the plaintiffs.

Mr David Steel, QC, Mr Richard B. Mawrey, QC and Mr Simon Rainey for the plaintiffs; Mr Gordon Follock, QC and Mr Richard Siberry for the defendants.

LORD KEITH said the appellants accepted that the agent did not have actual or ostensible general authority to enter into contracts of such an onerous character as that signed, but argued that he had ostensible authority to enter into that particular contract.

It was possible to envisage circumstances which could give rise to a case of ostensible specific authority to enter into a particular transaction but such cases would be rare.

Ex hypothesi the contractor knew that the agent had no general authority to enter into the transaction, as was the position in the present case.

The principal might conceivably inform the contractor that, in relation to a transaction which the contractor's knowledge required specific approval

of the principal, he could rely on the agent to enter into the transaction only if such approval had been given.

In such a situation, if the agent entered into the transaction without approval, the principal might be estopped from denying that it had been given. But it was very difficult to envisage circumstances in which the estoppel could arise from conduct only in relation to a one-off transaction such as that in the present case.

On the question of vicarious liability, dishonest conduct was of a different character from blundering attempts to promote the employer's business interests involving negligent ways of carrying out the employee's work or excessive carelessness or errors of judgment in the performance of it.

Dishonest conduct perpetrated with no intention of benefiting the employer but solely with that of procuring a personal gain or advantage to the employee was governed, in the field of vicarious liability, by a set of principles and a line of authority of peculiar application.

At the end of the day the question was whether the circumstances under which a servant has made the fraudulent representation which had caused loss to an innocent party contracting with him were such as to make it just for the employer to bear the loss.

Such circumstances existed where the employer by words or conduct had induced the injured party to believe that the servant was acting in the lawful course of the employer's business.

They did not exist where such belief, although it was present, had been brought about through misguided reliance on the servant himself, when the servant was not authorized to do what he was purporting to do, when what he was purporting to do was not within the class of acts that an employee in his position was usually authorized to do, and when the employer had done nothing to represent that he was authorized to do it.

LORD BRANDON, Lord Templeman, Lord Griffiths and Lord Oliver agreed.

Solicitors: Bentleys Stokes & Lowless, Freshfields.

Church news

Appointments
The Rev P H Wyatt, Vicar, Butler Mission, Croydon, Surrey, to be Vicar, St Andrew's, Croydon, Surrey.

Resignations and retirements
The Rev R Boxer, Vicar, St Augustine of Canterbury, Highgate, diocese of London, to retire on June 30.

The Rev F L Graham, Vicar, West London, diocese of London, to retire on June 30.

The Rev J A Hardwick, Chaplain, St Edmund's School, Winchester, diocese of Salisbury, to retire on June 30.

The Rev G P Rundle, Vicar, St John the Evangelist, Croydon, Surrey, to retire on September 30.

The Rev P E Tustin, Curate, St Andrew's, Croydon, Surrey, to retire on September 30.

The Rev J W Tustin, Curate, Westbourne, diocese of London, to retire on September 30.

Other appointments
Deaconess S Haver, Deaconess (NSM) St John's, Croydon, Surrey, to be vicar, St John's, Croydon, Surrey, on September 30.

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tubular evaporation,
candle filtration,
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A copy of this document, which comprises listing particulars with regard to the Company required by The Stock Exchange (Listing) Regulations 1984 made under the European Communities Act 1972, has been delivered to the Registrar of Companies in England and Wales for registration in accordance with those Regulations.

The listing particulars have been approved by the Council of The Stock Exchange. Application has been made to the Council for the share capital of the Company, issued and now being issued, to be admitted to the Official List.

The Directors, whose names appear under the heading "Directors and Advisers" below, are the persons responsible for the information contained in this document. To the best of the knowledge and belief of the Directors (who have taken all reasonable care to ensure that such is the case), the information contained in this document is in accordance with the facts and does not omit anything likely to affect the import of such information. The Directors accept responsibility accordingly.

The Application List for the Ordinary Shares now being offered for sale will open at 10.00 a.m. on Tuesday 3rd June 1986 and will close as soon thereafter as Kleinwort Benson may determine. Dealings are expected to commence on Monday 8th June 1986.

An application form is set out at the end of this document.

Blick plc

(registered in England and Wales; no. 875534)

Offer for Sale

by

Kleinwort Benson Limited

of 7,308,210 ordinary shares of 5p each
at a price of 147p per share,
payable in full on application

SHARE CAPITAL following the Offer for Sale

Authorised	Issued and fully paid
£1,250,000	£1,000,000
in ordinary shares of 5p each	
The Ordinary Shares now offered for sale rank in full for all dividends or other distributions hereafter declared, paid or made on the Ordinary Share capital.	

DEFINITIONS

"Alcatel"	La Téléphonie Industrielle et Commerciale (Télic Alcatel)
"Amano"	Amano Corporation
"Anglo-Scottish"	Anglo-Scottish Investment Establishment
"Blick" or the "Company"	Blick plc (formerly Blick International Limited)
"Blick Communications"	Blick Communications Limited (formerly Communications Associates Limited)
"Blick Engineering"	Blick Engineering Limited (formerly Ice-Matic Limited)
"Blick International Systems"	Blick International Systems Limited
"Coombe Hill"	Coombe Hill Property and Investment Company Limited
"Council"	the Council of The Stock Exchange
"Directors"	the directors of the Company
"Financial Year"	the twelve months to 30th September in the calendar year indicated
"Group"	the Company and its subsidiaries
"ICFC"	The Industrial and Commercial Finance Corporation Limited (now IC plc)
"Isgus"	J Schlenker-Grusen GmbH
"ITR"	ITR Holdings Limited and subsidiary companies
"Kleinwort Benson"	Kleinwort Benson Limited
"Offered Shares"	the 7,308,210 Ordinary Shares now being offered for sale
"Offer for Sale"	the offer for sale described in this document
"Offer Price"	the price of each of the Offered Shares
"Ordinary Shares" or "Shares"	ordinary shares of 5p each in the Company
"time recording equipment"	equipment for recording time attendance and job costing which is principally operated by printed time cards

INDEBTEDNESS

At the close of business on 2nd May 1986, the Group had outstanding:

Bank overdraft (secured)	£000
Long-term bank loan (secured)	3
8 per cent. Unsecured Loan Stock 1984/1986	642
Other loans (unsecured)	92
Total borrowings	741

At the same date, the Group had leasing and hire purchase commitments amounting to £449,000 and aggregate cash balances with bankers amounting to £302,000.

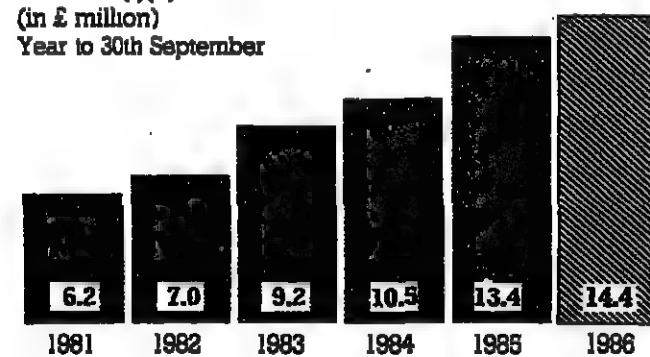
The Group's cash position fluctuates throughout the year, principally as a result of the majority of contracted rental income being receivable annually in advance on 1st January.

The long-term bank loan, which is repayable in equal annual instalments of approximately £58,000, is secured by a mortgage over the Group's premises at Swindon and, together with the Group's bank overdraft facilities, is secured by fixed and floating charges over the assets of the Company and its subsidiaries.

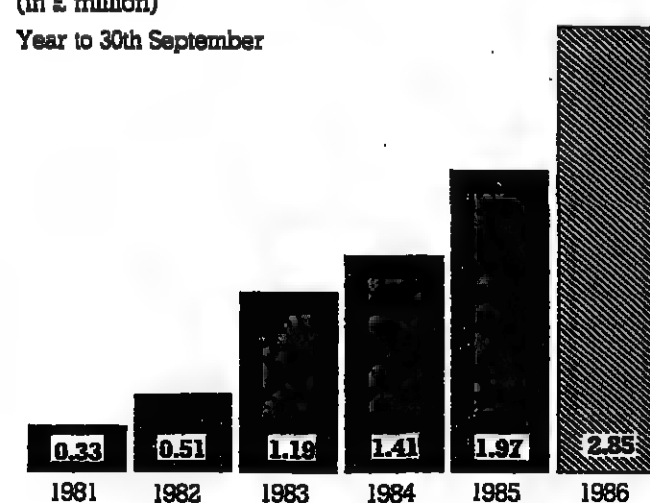
Save as aforesaid and apart from intra-Group borrowings, neither the Company nor any of its subsidiaries had at the close of business on 2nd May 1986 any loan capital outstanding or created but unissued, term loans (whether guaranteed, unguaranteed, secured or unsecured) or other borrowings or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, mortgages, charges, hire purchase commitments, material contingent liabilities or guarantees.

GROWTH OF THE GROUP

Turnover (i)(ii)
(in £ million)
Year to 30th September



Profit on Ordinary Activities Before Tax (i)(ii)(iii)
(in £ million)
Year to 30th September



Adjusted Gross Contracted Rental Income (i)(ii)(iv)
(in £ million)
At 30th September



Notes

- All figures exclude discontinued activities, other than Coombe Hill.
- 1986 figures are forecasts.
- Profit on ordinary activities before tax excludes exceptional items.
- Gross Contracted Rental Income is the total, as at 30th September in the relevant year, of the then contracted future flow of income assuming no cancellations and no further contracts and disregarding future escalations. The adjustment is for rentals received but not yet taken to profit and loss account at the relevant balance sheet date, which have been added to Gross Contracted Rental Income.

DIRECTORS AND ADVISERS

Directors

Alan Christopher Elliot, MA (Chairman)
Tara Louise Winifred Elliot (Deputy Chairman, non-executive)
Michael Orley (Managing Director)
John Andrew Caldecott, MA (non-executive)
Colin David MacInnes, TD, MA, FCIS
Ian Harold Scott-Coll, BSc, FCA
Ivor Watkins
all of Blick House,
Bramble Road,
Swindon SN2 6ER

Secretary

Colin David MacInnes, TD, MA, FCIS

Registered and Head Office

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Financial Advisers

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London EC3P 3DB

Stockbrokers

L. Messel & Co.,
1 Finsbury Avenue,
London EC2M 2QE

Auditors and Reporting Accountants

Binder Hamlyn,
Chartered Accountants,
8 St. Bride Street,
London EC4A 4DA

Solicitors to the Company

Clifford-Turner,
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19 New Bridge Street,
London EC4V 6BY

Solicitors to the Offer for Sale

Slaughter and May,
35 Basinghall Street,
London EC2V 5DB

Registrars

The Royal Bank of Scotland plc,
PO Box 87,
34 Fettes Row,
Edinburgh EH3 6UT

Receiving and Principal Bankers

The Royal Bank of Scotland plc,
24 Lombard Street,
London EC3V 9BA

KEY INFORMATION

The following information is derived from, and must be read in conjunction with, the full text of this document.

BUSINESS

The Group's principal business is the sale, long-term rental and maintenance of time recording equipment and on-site paging equipment.

The principal features of the Group's business are:

- ★ UK market leadership in time recording equipment;
- ★ its prominent position in the UK on-site paging market;
- ★ the substantial contribution to the Group's operating profits from rental, maintenance and repeat supplies;
- ★ the substantial recurrent income stream from long-term index-linked rental contracts; and
- ★ its large customer base, with over 26,000 active accounts.

Since Financial Year 1981 (the first year of the five year record shown in this document), the Group has experienced substantial growth in its business, with turnover and profit (on continuing ordinary activities before exceptional items and tax) showing compound annual increases, on a constant equity basis, of 21.4 per cent. and 57.6 per cent., respectively, over the period to the end of Financial Year 1986.

Further substantial growth in profits is forecast in respect of Financial Year 1986.

HISTORIC AND FORECAST TURNOVER, PROFIT AND EARNINGS

	Year ended 30th September 1985	Forecast for the year ending 30th September 1986
Turnover	£13.4 million	£14.4 million
Profit on ordinary activities before tax ⁽ⁱ⁾	£1.97 million	£2.85 million
Earnings per Share ⁽ⁱⁱ⁾	6.60p	10.48p

OFFER FOR SALE STATISTICS

Offer Price	147p
Ordinary Shares in issue following the Offer for Sale	20,000,000
Market capitalisation at the Offer Price	£29.4 million
Percentage of the enlarged Share capital being offered for sale	36.5 per cent.
Prospective price earnings ratio at the Offer Price	14.0 times
Net dividend per Share ⁽ⁱⁱⁱ⁾	3.4p
Gross dividend yield at the Offer Price ^(iv)	3.3 per cent.
Dividend cover ^(v)	3.1 times
Adjusted net tangible assets per Share ^(vi)	32.1p

Notes

- before charging, in Financial Year 1985, an exceptional pension contribution of £0.16 million;
- after accounting for the charge referred to in note (i) above and on the basis of effective tax rates of 32.5 per cent. and 30.0 per cent. for Financial Years 1985 and 1986, respectively, and of a weighted average number of Shares in issue during Financial Years 1985 and 1986 of 18,600,000 and 19,033,424, respectively, as described in Note 10 of the Accountants' Report and in "Profit Forecast", respectively, below;
- on the basis of a notional net annual dividend of 3.4p per Share, as described in "Dividends" below; and
- on the basis of audited net tangible assets at 31st March 1986 of £5.1 million (adjusted for the net proceeds to the Company of the Offer for Sale of approximately £1.3 million) and 20,000,000 Shares in issue.

147p x 20,000,000 = £2,940,000

HISTORY

Blick's business origins are believed to date from 1919, when the Blick Typewriter Company established Blick Time Recording Devices (which was incorporated in 1922 as Blick Time Recorders Limited) for the sale and maintenance of time recording equipment. This company is now called Blick International Systems.

Dutay Limited, of which Alan Elliot was Managing Director, acquired Blick International Systems in 1963 and, in 1966, Alan Elliot, together with ICFC, was instrumental in arranging a management buyout, at which time Blick was incorporated to acquire the share capital of Blick International Systems. In 1971, Alan Elliot and members of his family acquired control of Blick.

Since the early 1970s, the business has expanded with the development of the long-term index-linked rental of time recording equipment and the acquisition of other interests, principally in time recording.

In 1975, Blick moved its Head Office from London EC1 to Swindon.

In 1978, the Company negotiated the repayment of all its loans from ICFC by bank and other borrowings. The ICFC shareholding in Blick was acquired by Anglo-Scottish in the same year.

Blick has a history of acquisitions and, in this respect, has been active for a private company. The principal acquisitions have been as follows:

- 1972 Internal Telephone and Clock Systems Limited and Internal Telephone and Clock Rental Company (telephones);
- 1979 National Time Recorder Co. Limited (time recording equipment);
- 1980 the public address interests of two companies in the Tammy Group, together with the limited use of the Tammy name;
- 1980 the English Clock Systems division of Smiths Industries (time recording equipment);
- 1982 ITR (time recording equipment); and
- 1983 Blick Communications (on-site paging equipment) and Blick Engineering (light engineering), the then Directors having acquired a controlling interest in both companies in 1977.

Most of Blick's acquisitions have been of businesses in a poor trading or financial position, whose appeal to Blick lay in their business and customer base. These have been integrated into Blick's existing sales and service network without a corresponding increase in costs.

At the same time, Blick has shown itself prepared to dispose of activities yielding a return which it considered insufficient, namely the ITR electronic time recording manufacturing business, which was sold in September 1982, and the message handling businesses, Colman Limited and Radio Link Limited, which were sold in January 1983.

Since Financial Year 1981 (the first year of the five year record shown in this document), the Group has experienced substantial growth in its business, with turnover and profit (on continuing ordinary activities before exceptional items and tax) showing compound annual increases, on a constant basis, of 21.4 per cent and 57.6 per cent, respectively, over the period to the end of Financial Year 1985.

BUSINESS SUMMARY

The Group's principal business is the sale, long-term rental and maintenance of time recording equipment and on-site paging equipment.

The principal features of the Group's business are:

- ★ UK market leadership in time recording equipment;
- ★ its prominent position in the UK on-site paging market;
- ★ the substantial contribution to the Group's operating profits from rental, maintenance and repeat supplies;
- ★ the substantial recurrent income stream from long-term index-linked rental contracts; and
- ★ its large customer base, with over 26,000 active accounts.

The Group purchases most of its time recording equipment from overseas, principally from Amano of Japan and Igusa of West Germany, and has a long-established relationship with both of these companies. The Group manufactures all its paging equipment and a small amount of time recording equipment in Exeter.

EQUIPMENT SALES AND CONTINUING CUSTOMER BASE

GENERAL

The Group carries out its business as one integrated operation. However, turnover can be analysed between two broad categories: equipment sales and continuing customer base. The former term refers to outright and finance lease sales, whilst the latter term refers to income derived from rental and maintenance and from the sale of repeat supplies, such as time cards.

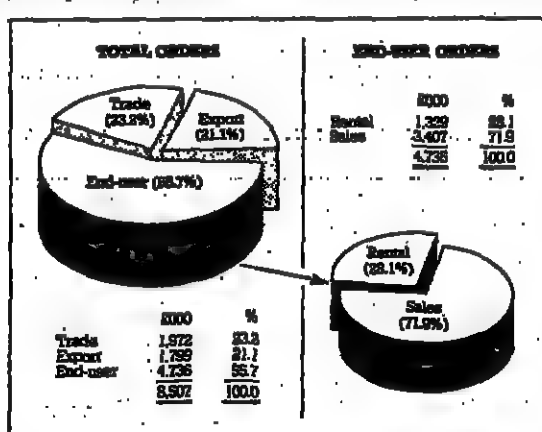
An analysis of turnover for the five Financial Years 1981 to 1985, after allocating the equivalent gross retail selling price of equipment leased under finance leases to the appropriate equipment, is set out below:

	Year ended 30th September					
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 %
Equipment Sales:						
Time recording	1,946	2,386	3,203	3,526	4,801	57.0
Paging	835	897	958	914	2,587	37.0
Other	813	486	366	841	490	6.0
	3,052	3,241	4,361	5,283	8,078	100.0
Continuing Customer Base:						
Rental	1,629	1,677	1,847	1,938	2,255	42.1
Maintenance	1,005	1,488	2,257	2,406	2,252	42.0
Repeat supplies	456	641	733	654	686	13.5
	3,130	3,786	4,837	5,288	5,362	100.0
Total	6,182	7,027	9,218	10,511	13,440	

The Directors consider that, on the basis of their reasonable allocation of certain costs, the profit contribution from the continuing customer base is significantly higher than that from equipment sales. This is the reverse of the relative contributions to turnover, reflecting the large trade content of equipment sales (at lower gross margins).

The Group's customer base consists of approximately 30,000 customers, of which more than 26,000 have traded with the Group over the last year.

The charts below show (i) total orders received in Financial Year 1985 split between trade, export and end-user and (ii) end-user orders in Financial Year 1985 split between rental and outright sales, rental being quantified at the equivalent gross retail selling price, for both finance and operating leases.



EQUIPMENT SALES

Between Financial Years 1981 and 1985, equipment sales turnover grew at a compound annual rate of 27.5 per cent. In Financial Year 1985, equipment sales accounted for some 80 per cent of turnover and it is expected that the relative proportion of such sales will be maintained. In earlier years, this percentage was not so high, the increase resulting from a sharp rise in sales of electro-mechanical time recorders to the trade and from completing a delivery backlog at the beginning of Financial Year 1985 following the successful launch of the Datacall pager. Paging equipment sales also benefited from significant initial orders from British Telecom and an increase in export sales.

CONTINUING CUSTOMER BASE

As at 31st March 1986, the Group had approximately 7,100 rental contracts (with maintenance), with an annualised value of £2.7 million, and an additional 11,250 maintenance-only contracts (which are largely for one year), with an annualised value of £1.7 million. Equipment sales are usually accompanied by maintenance contracts.

The great majority of continuing customer base income is in respect of time recording equipment.

The total adjusted gross contracted rental income (calculated as per Note (iv) under 'Growth of the Group' above) was £19.3 million as at 31st March 1986 and is forecast to be of the order of £20.0 million as at 30th September 1986. As a result of the long-term nature of the Group's rental contracts, the Group benefits from a substantial recurrent income stream.

The Group's rental contracts are for varying terms, but are mainly for five, 10 and 14 years; the number of 14 year contracts has increased significantly over the last five years. The rental contracts provide for payment in advance, normally annually, and, in the event of premature termination, for the payment of liquidated damages. With few exceptions, rental contracts provide for annual increases in total rental based on the movement in the appropriate Department of Employment wages index.

Repeat supplies, such as time cards, purchased in bulk for sale to end-users, make an important profit contribution.

THE SALES AND SERVICE NETWORK

Eight branch offices, in Bangor (Northern Ireland), Birmingham, Crawborough, Glasgow, Leeds, London, Manchester and Swindon, provide national coverage. In each office there are separate home-based teams of salesmen and engineers for time recording and paging equipment. A significant element of the Group's business is the sale of a good salesman to make up to four times his basic salary in commission. It is possible for a good salesman to make up to four times his basic salary in commission. Great emphasis is placed on the engineer developing long-term relationships with customers.

TIME RECORDING EQUIPMENT AND SYSTEMS

PRODUCTS

The Group markets a comprehensive range of equipment for recording and monitoring personnel time from traditional electro-mechanical equipment to electronic and computerised equipment. Computerised equipment signifies the combination of electronic time recording products with customised software to produce systems for the provision of management and other information.

The Group markets approximately 25 different electro-mechanical products of varying sophistication and price. In addition, it markets four electronic products (Datazone, Datazone Junior and Star, which are time card machines, and Databadge, which is operated by a plastic badge and has optical access control) and two computerised products (Zeus and Datazap).

In the case of electro-mechanical equipment, an employee 'clocks on and off' by inserting a time card, which is subsequently processed by the wages department. Electronic and computerised equipment is activated by either cards or plastic badges. Electronic equipment is capable of producing information of a more sophisticated nature than electro-mechanical equipment, such as totals of hours worked in both normal hours and overtime, as well as other management statistics. Computerised equipment, which takes time recording one stage further, is capable of providing reports relating to individuals or groups and of producing the payroll and paycheques. It can also be utilised for security and access control. The software required is either developed to the Group's specifications by the supplier of the hardware, as in the case of Zeus, or is standard software which is adapted for the Group to its specifications, as in the case of Datazap.

The Zeus system was specifically designed to accommodate UK industry's complex working time arrangements. It has a capacity for over 5,000 employees (with 2,000 on-line), 48 shift patterns and 15 overtime bands, and it can produce up to 32 different types of report on individuals or groups. Blick believes that Zeus gives it a significant lead over its UK competitors in computerised time recording systems.

The Group's sales of electronic time recording equipment effectively started in Financial Year 1983 and represented approximately 14 per cent of the Group's time recording equipment sales in Financial Year 1985. The more sophisticated computerised equipment has only been introduced during Financial Year 1986. Current retail prices range from £500 to £1,400 for electro-mechanical equipment and from £2,000 to £4,000 for electronic equipment. For computerised systems, the average sales value is £15,000, whilst large systems can reach £70,000.

Other time recording products supplied by the Group include watchman's clocks, master clock systems, dial clocks and time and date stamp equipment (demand for the last of which may increase with 'Big Bang').

SUPPLIERS

The Group's most important supplier, providing (in terms of product cost) approximately two-thirds of the Group's time recording equipment purchased in Financial Year 1985, is Amano of Japan, one of the world's largest manufacturers of time recording equipment. The Directors estimate that Amano is responsible for about one-quarter of the world's production of time recording equipment. Since 1983 the Group has been the sole distributor of Amano time recording equipment in the UK and the Republic of Ireland and in 1978 the close relationship was strengthened by the signing of a sole distribution agreement terminable by either party by three years' notice given on any 1st January. Fixed sterling prices have been agreed for all orders placed up to 18th April 1987.

The Group's next most important supplier is Igusa of West Germany, which is one of Europe's principal manufacturers of time recording equipment and operates in the EEC through agents and distributors. The Group's long-standing association with Igusa dates from the early 1960s. An agency agreement relating to the UK, terminable by either party on 12 months' notice, was signed in 1978. The main product which Igusa supplies to the Group is Zeus, although it also supplies the Group with electro-mechanical and electronic equipment.

The Group enjoys strong commercial relationships with both Amano and Igusa. Because of its large number of customers and its national coverage, the Group is a natural choice as a UK distributor for time recording equipment and related products.

A new supplier is Cincinnati Time Recorder Company of the USA (a division of General Signal Industries, Inc.), with which Blick International Systems has recently signed an agreement for the exclusive supply in the UK of time recording equipment, mainly at the lower end of the price range.

The Group is an authorised dealer for the IBM personal computer, which is used in conjunction with the Group's computerised systems.

The Group is not exposed to any significant commercial risk through currency fluctuations. Although in certain instances the Group is involved in foreign currencies, its exposure is limited by its ability to reflect currency fluctuations in its own prices.

MARKET

Traditionally, the Group's end-user customers for time recording equipment have been small to medium sized businesses in both manufacturing and service industries. A development over the last five years, however, has been the substantial and increasing sales of electro-mechanical equipment to the trade, which in turn supplies end-users. In Financial Year 1985, such sales accounted for 26 per cent of total time recorder sales.

The Group is not dependent on any particular sector of industry.

Opportunities for the Group to re-export are limited, in that the Group's major suppliers, Amano and Igusa, have distributors in other countries. However, export turnover (including time recording equipment manufactured by Blick Engineering) in Financial Year 1985 was £0.5 million and is expected to remain at this level.

The Directors believe that, despite the recent increase in the use of electronic equipment, sales of electro-mechanical products will continue to grow in the short to medium term, both through rising sales to the trade and the tendency for end-user customers to replace their existing electro-mechanical equipment with more up-to-date electro-mechanical products. However, by providing facilities for the customer with more sophisticated demands, new markets with higher unit values are emerging. The computerised Zeus system, for example, is aimed at larger organisations and enables the Group to increase the level of its activity in this market. Since its introduction in January of this year, the response to Zeus has indicated the likelihood of substantial sales, with a number of sizeable orders already received.

Apert from Telephone Rentals plc (a major customer of the Group), the competition to the Group in the UK market for time recording equipment is largely fragmented and consists mainly of telephone companies offering ancillary services and regional distributors.

PAGING EQUIPMENT

PRODUCTS

The UK market for paging equipment is broadly divided into 'on-site', covering, for example, a factory complex, a hospital or an office block, and 'wide-area', which can be used outside the confines of the customer's premises.

The Group's paging business is the sale, long-term rental and maintenance of low band VHF and UHF equipment for use in the UK on-site market and the sale to both overseas distributors and UK-based export agents of such equipment for use overseas. The paging equipment is used essentially for the same as the radio for use in the UK, but is configured to the relevant country's telecommunications regulations.

The Group's principal pager, 'Datacall', has a fully alphanumeric (i.e. all upper-case letters of the alphabet and numbers) message display facility which enables the communication of a comprehensive message. Messages, entered by a central keyboard or via a computer link-up, of up to 40 characters may be communicated visually, without the need for the addressee to take further action. Such a message in a hospital might read 'urgent - cardiac arrest in ward 19'. The Datacall pager has an extensive range of other features, including a printout option and the ability to store pre-set messages within the control unit and to relay them at the touch of a button, to either an individual or a specified group. Each system is individually programmed to the customer's requirements and has a capacity ranging from 10 to 10,000 pagers, although most industrial customers only require up to 50 pagers, with hospitals requiring up to 500 pagers.

When the Group introduced the Datacall pager in 1983, it was the first pager of its type in this country. Datacall's introduction represented a significant development in the on-site paging market. This is reflected by the fact that, in a survey of on-site paging systems published in 'What to Buy for Business' (a consumer report on business equipment and services) on 1st May 1985, Datacall 100 was given the 'Best Buy' categorisation, with the comment that it is 'a class of its own for what it gives you for the price'.

A recent development by the Group is an Arabic script version of Datacall which the Directors expect to sell in the Middle East market and over which the Group holds an exclusive worldwide licence from the patent holder with eight years unexpired.

Other refinements of the Datacall model, which will include additional facilities, are at present under development.

MANUFACTURING

The Group's paging equipment is manufactured by Blick's subsidiary company, Blick Communications, at its Exeter factory. The Group has been awarded the relevant manufacturing quality assurance approvals by the British Standards Institution and has also received quality assurance approvals from the Ministry of Defence. Blick Communications was responsible for the development of the fully alphanumeric message display facility.

MARKET

In the UK, the Group's principal customers for paging equipment have tended to be hospitals, such as St Bartholomew's in London and the Northern General in Sheffield. However, the Group has recently become a supplier of fully alphanumeric on-site paging equipment to British Telecom, with which it has signed a contract, with an estimated total value of £1 million by 31st March 1987 whereby Blick Communications manufactures pagers for British Telecom to sell under its own brand name of 'The Pager' as an ancillary service to the installation of FAXes. In addition, GEC Reliance has indicated that it expects to place large orders for on-site paging equipment during the next 12 months.

The Group has a number of competitors in the UK on-site paging equipment market, one of which has recently been engaging in price-cutting, particularly in the hospital market. However, the Directors are confident that the sophistication of the Datacall pager, the contract with British Telecom and the Group's export business will enable the Group to maintain its position.

In Financial Year 1985, exports of paging equipment totalled £1.28 million, some 42 per cent of paging equipment turnover. Export turnover of paging equipment in the three years to 30th September 1985 can be analysed as follows:

	Year ended 30th September				
	1983 £000	1984 £000	1985 £000	1986 %	
Europe	173	436	982	77.9	
United States	7	19	149	11.8	
Other	66	40	130	10.3	
	246	495	1,261	100.0	

Overseas sales are handled both by distributors under a standard agreement and by UK-based export agents, who sell primarily to the Middle East. At present, the Group has distributors in 10 countries and is actively seeking to increase its geographical coverage. Scandinavia is the Group's principal European market for paging equipment.

OTHER EQUIPMENT

The Group is the exclusive distributor in the UK of certain internal telephone equipment and also of the public T16 key telephone system manufactured by Alcatel, the telecommunications subsidiary of Compagnie Générale d'Electricité of France and one of the largest manufacturers of telecommunications equipment in the world. Under the distributorship agreements (described in paragraph 11(a) in 'General Information' below), the Group distributes the Alcatel T16, a versatile 8 line, 16 extension automatic exchange aimed at the small to medium-sized office sector. In early 1985 the Group obtained the Department of Trade and Industry's approval for the Alcatel T16 to be connected to the British Telecom network, and it has recently obtained British Standards Institution approval for maintenance.

The Group expects to sign shortly a joint-distribution contract for the Alcatel 'Minitel 254' Viewdata Terminal. This low-price terminal, which has the interim approval to be connected to the British Telecom network, may be used with the Prestel and Oracle systems or as a data processing terminal. Alcatel currently manufactures 700,000 'Minitel' units per annum, most of which are sold in France.

The Group also markets a range of public address equipment. This equipment is supplementary to on-site paging equipment, as both are used for staff location. In addition, telephone intercoms are marketed by the Group.

DIRECTORS AND EMPLOYEES

DIRECTORS

The Directors are as follows:

Alan Elliot (aged 49) has been executive Chairman and, with his family interests, controlling shareholder since 1971. He was the personal assistant to the Managing Director of Metropolitan Industries before joining the Group in 1963 as a Director, following the take-over by Dulay, a public listed company, where he was Managing Director (at the age of 28). Together with ICFC, he was instrumental in negotiating the management buyout of Blick International Systems in 1966.

Tara Elliot (aged 42) is the wife of Alan Elliot and was appointed a Director in 1975 and Deputy Chairman in 1979. She is a non-executive Director.

Michael Odey (aged 44) has been Managing Director since 1977. He joined the Group as a sales engineer in 1962, following three years as a trainee draughtsman. He became Sales Training Manager in 1968; London Manager in 1970; Sales Manager in 1971; Sales Director in 1972; and Deputy Managing Director in 1973.

Andrew Caldwell (aged 62) became a non-executive Director in April 1986. He is Chairman of M & G Group and a director of a number of other public listed companies, including Blue Circle Industries, Chloride Group, Electronic Rentals Group, Kleinwort Benson Lonsdale and Whitbread.

Colin MacIntyre (aged 47) became a Director and Company Secretary in March 1986. Previously, he was employed by Walker Securities (now Britannia Arrow), as a director and company secretary, and he has since acted as a financial and management consultant. He is a Chartered Secretary.

Ian Scott-Gall (aged 37) joined the Group as a Director in March 1984 and became Finance Director in July 1984. Previously, he worked with Burnham Oil, where he was successively Group Management Accountant and Finance Manager of the Investment Division. He is a Chartered Accountant.

Ivor Watkins (aged 46) has been Sales Director since April 1986. He joined the Group in 1961 as a sales engineer, becoming manager of Blick's Southern Group offices in 1970; Sales Manager in 1976; Special Director (Sales) in 1978; and Sales Director of Blick International Systems in 1983.

SUBSIDIARY COMPANY DIRECTORS

In addition to certain of the Directors (named above), the subsidiary company directors are as follows:

Blick International Systems

David Bain (aged 47) has been Technical Director since 1983. Before joining the Group in 1978 as Chief Communications Engineer, he had 12 years' service in the RAF and was employed for eight years by Rediffusion.

Vicor Bait (aged 60) has been Administration Director since 1983. His career started with Rones Vickers, from which he moved in 1970 to National Time Recorder Co., which was taken over by Blick in 1972.

George Cooke (aged 39) has been Finance Director since April 1986. Before joining the Group in November 1985, he worked for P. Hare and Compression Terminals and Tools, where he was Group Financial Director. He is a Chartered Accountant.

Robert Crockett (aged 53) has been Service Director since 1983. He joined the Group as a service engineer in 1969, becoming Service Manager in 1973 and Special Director (Service) in 1978.

Blick Communications

Christopher Conkett (aged 42) has been Managing Director since January 1986. Before joining the Group in May 1985, he served an electrical engineering apprenticeship with British Aerospace and subsequently worked for Plessey, GEC Marconi, Ferranti, Normair-Garrett and ABS/Alcatel Systems.

Michael Guster (aged 41) has been Technical Director since January 1986. He served an Army trade apprenticeship and subsequently joined Communications Associates in March 1971, where he was Development Engineer when that company (now Blick Communications) was acquired by the then Directors in 1977.

Peter Jones (aged 58) has been Works Director since 1981. He worked for Vanner and Hatfield Instruments and joined Communications Associates in December 1988, where he was Works Manager when that company was acquired by the then Directors in 1977.

Blick Engineering

Aneth Cole (aged 57) joined Ice-Matic Limited in 1970, was Works Manager when that company (now Blick Engineering) was acquired by the then Directors in 1977 and has been Works Director since 1980. His previous experience was with Hawker Aircraft, the RAF and Exeter Aircraft.

EMPLOYEES

For the half year to 31st March 1986, the average number of Group employees was 488. Of these, 349 were employed by Blick International Systems (divided approximately equally between administration, salesmen and engineers), 96 were employed by Blick Communications (principally in production and quality assurance), 30 were employed by Blick Engineering (in production) and 11 were employed in Head Office. The average number of employees in Financial Years 1983, 1984 and 1985 was 412, 478 and 508, respectively.

The Group recognises one trades union in its wage negotiations, the Electrical, Electronic, Telecommunications & Plumbing Union ('EETPU'), with which it has signed a sole negotiating rights agreement. Approximately 126 employees are members of the EETPU and the Group holds two meetings a year with EETPU representatives and shop stewards. The Group has a good working relationship with the EETPU and with the workforce generally.

The offer for sale has permitted the introduction of an Inland Revenue approved share option scheme for which certain Directors, all managers and all employees with at least five years' service (in total, almost half the workforce) will qualify.

PROPERTIES

Blick House at Swindon, the Group's Head Office and South West branch office, is a freehold property with approximately 25,000 sq. ft. of offices and 14,000 sq. ft. of stores and workshops. The Group also has a total of approximately 18,000 sq. ft. of leasehold premises at Exeter, mainly used as workshops, and seven other branch offices (each with storage facilities, none of which extends to more than 3,000 sq. ft.).

Blick House was valued as at 31st March 1986, on the basis of open market value as between a willing buyer and a willing seller, by D.E. & J. Levy, Surveyors, Valuers and Property Consultants, at £1,475,000. Other properties are almost exclusively held under full repairing and insuring leases with less than 25 years unexpired.

Further details of the Group's properties are set out in paragraph 8 of 'General Information' below.

TRADING RECORD

The results of the Group for the five years ended 30th September 1985 and for the six months ended 31st March 1986, which have been extracted from the Accountants' Report, are summarised below:

	Year ended 30th September					Six months ended 31st March
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 £000
Turnover	6,182	7,027	9,218	10,511	13,440	7,012
Profit on continuing ordinary activities	328	514	1,214	1,439	2,026	1,407
before exceptional items	119	—	—	—	(185)	—
Exceptional profit/(loss)	—	—	—	—	—	—
Ordinary profit/(loss) on discontinued activities	19	(708)	(147)	(59)	(62)	(28)
Profit/(loss) on ordinary activities before taxation	466	(195)	1,067	1,380	1,819	1,379
Taxation	(34)	—	(154)	(575)	(382)	(413)
Profit/(loss) on ordinary activities after taxation	432	(195)	913	805	1,227	965
Extraordinary profit/(loss)	—	(385)	(255)	(57)	36	—
Profit attributable to shareholders	432	(580)	658	748	1,263	965
Earnings/(loss) per Share	2.32p	(1.05p)	4.91p	4.33p	6.60p	5.19p

factors, earnings per share would have increased in each year of the period, as has profit on continuing ordinary activities. Since Financial Year 1983, effective tax rates have been slightly below the prevailing rate of Corporation Tax.

Included in continuing activities are Bick Communications and Bick Engineering (throughout the period), English Clock Systems (from its acquisition in October 1980) and ITR (from its acquisition in May 1982). The Directors were aware that the acquisition of ITR would result in substantial losses (as the business required reorganisation), but were confident that profits would begin to flow through within a year of its integration into the Group. This view was vindicated by the much improved results in Financial Year 1983, and the Directors attribute much of the increase in the contribution to operating profit to the doubling of the Group's customer base following the acquisition of ITR. Apart from this, growth during the period has mainly been organic, with significant contributions from new products, such as electronic time recording equipment and the Datacall pager.

Manufacturing by ITR at Poole is the only material discontinued activity, being responsible for substantially all of the loss on discontinued activities in Financial Years 1982 and 1983 and for the extraordinary loss in Financial Year 1984. The message handling companies, Colium Limited and Radio Link Limited (both sold in January 1985) and the investment property of Coombe Hill (contracted to be sold) are included amongst discontinued activities.

The significant increase in operating profit between Financial Years 1982 and 1983 reflected the acquisition of ITR. The increase between Financial Years 1984 and 1985 was mainly due to growth in the turnover of time recording equipment business with the trade and to a strong performance by the paging equipment activity, both in the UK and overseas. This resulted from the introduction of the Datacall pager in 1983 and the clearing of a delivery backlog for Datacall as at the beginning of Financial Year 1986.

Although net interest payable peaked, at £346,000, in Financial Year 1983 (after the acquisition of ITR), interest cover improved over the five years to Financial Year 1985 and, in that year, exceeded 10 times. Balance sheet gearing has also improved.

INTERIM RESULTS

In the first half of Financial Year 1986, the profit growth continued. Turnover was £7.01 million and profit on ordinary activities before tax amounted to £1.38 million. Earnings per share of 5.19p for the six months to 31st March 1986 compared with 6.60p in respect of the whole of Financial Year 1985.

PROFIT FORECAST

On the basis of the assumptions set out in 'Assumptions and Letters regarding the Profit Forecast' below, the Directors forecast that, in the absence of unforeseen circumstances, profit on ordinary activities before taxation for the year ending 30th September 1986 will be not less than £2.85 million. The effective tax rate for the year ending 30th September 1986 is forecast at 30 per cent. Earnings per share are therefore forecast to be 10.48p (based on a weighted average of the number of shares in issue during the year of 18,033,424, after taking account of the sub-division of the Shares, the capitalisation issue and the issue of new Shares as part of the Offer for Sale).

DIVIDENDS

On the basis of the above profit forecast, the Directors intend to recommend a final net dividend of 2.0p per share (2.83p gross) in respect of Financial Year 1986. This dividend is expected to be paid in April 1987.

If the above forecast had related to a year during the whole of which the Shares had been listed, the Directors would have expected to declare and recommend net dividends totalling 3.4p per share (4.79p gross). These dividends would have been payable as 1.4p in September, as an interim dividend, and as 2.0p in April, as a final dividend.

The gross dividend yield at the Offer Price is 3.3 per cent. The net dividend is covered 3.1 times by forecast earnings per share.

PROSPECTS

The Directors consider that the Group has potential for significant profit growth:

Time Recording

★ the Group is UK market leader in time recording equipment, with both a comprehensive range of electro-mechanical, electronic and computerised products and considerable market experience;

★ the Group's large customer base means that it is well-placed to secure replacement business;

★ the Group's existing rental contracts provide recurrent long-term index-linked income;

★ sales of higher value electronic and computerised equipment are increasing;

★ the UK market for time control linked to security access is expected to grow, especially in the office and service industry sector;

Paging

★ the benefits of the alphanumeric pager have yet to be fully exploited, and further growth in the market is anticipated;

★ the benefit of the British Telecom contract is only just beginning to flow through; and

★ the export market has scope for further development.

The Directors view the future with considerable confidence but recognise that it is unrealistic to expect to sustain the very high compound annual growth rate achieved over the period from Financial Year 1981 to 1985, or that shown by the profit forecast for Financial Year 1986.

The Group is not currently in negotiations for acquisitions. However, the Directors fully intend to be acquisitive on the basis of their proven ability to integrate the business and customer base of acquisitions into Bick's existing sales and service network, without a corresponding increase in costs.

REASONS FOR THE OFFER FOR SALE AND FULL LISTING

The Directors consider that the Group has reached a size, level of profit and stage in its development where a full listing is appropriate:

★ a full listing for the Ordinary Shares will assist the Group in financing acquisitions by enabling the Company to issue listed securities;

★ the Offer for Sale and full listing will create a continuing market in the Ordinary Shares; and

★ the issue of 1,400,000 new Shares will, after deduction of the expenses of the Offer for Sale payable by the Company, raise approximately £1.3 million. Whilst the Group has no existing requirement for additional funds, the net proceeds receivable by the Company together with the proceeds of sale of Coombe Hill's investment property of approximately £0.7 million (before tax), will produce a significant net cash balance, thus further strengthening the Group's balance sheet.

ASSUMPTIONS AND LETTERS REGARDING THE PROFIT FORECAST

The principal assumptions used in preparing the Directors' profit forecast for the year ending 30th September 1986 are as follows:

- the operations of the Group, its suppliers and customers will not be significantly affected by industrial action or civil disturbances; and
- there will be no change in rates of taxation, legislation or government regulations which will have a significant effect on the Group.

The following are copies of letters relating to the profit forecast of the Group for the year ending 30th September 1986:

Letter from Binder Hamlyn

8 St Bride Street
London EC4A 4DA

The Directors

Bick plc

and

The Directors

Kleinwort Benson Limited

28th May 1986

Dear Madam and Sirs

We have reviewed the accounting bases and calculations used in preparing the profit forecast of Bick plc ("Bick") and its subsidiaries (together, the "Group") for the year ending 30th September 1986, for which the directors of Bick are solely responsible, set out in the Offer for Sale document dated 28th May 1986. The profit forecast is based on the audited consolidated accounts for the six months ended 31st March 1986 and on a forecast for the six months ending 30th September 1986.

In our opinion, the profit forecast, so far as the accounting bases and calculations are concerned, has been properly compiled on the basis of the assumptions made by the directors of Bick and set out in the Offer for Sale document and is presented on a basis consistent with the accounting policies normally adopted by the Group.

Yours faithfully

Binder Hamlyn
Chartered Accountants

Letter from Kleinwort Benson

The Directors

Bick plc

20 Fenchurch Street
London EC3P 3DB

28th May 1986

Dear Madam and Sirs

We have discussed with you and with Binder Hamlyn the profit forecast of Bick plc and its subsidiaries, together with the bases and assumptions upon which the forecast is made, set out in the Offer for Sale document dated 28th May 1986. We consider that the profit forecast, for which you as directors are solely responsible, has been made after due and careful enquiry.

Yours faithfully

for Kleinwort Benson Limited
Christopher Eugster
Director

ACCOUNTANTS' REPORT

Binder Hamlyn

CHARTERED ACCOUNTANTS

The Directors

Bick plc

Bick House

Bramble Road

Swindon SN2 6ER

and

The Directors

Kleinwort Benson Limited

20 Fenchurch Street

London EC3P 3DB

8 St Bride Street
London EC4A 4DA

28th May 1986

Dear Madam and Sirs

We have examined the audited financial statements of Bick plc ("Bick") and its subsidiaries (together the "Group") for the five years ended 30th September 1986 and the six months ended 31st March 1986 (together the "reported period"). The composition of the Group during the reported period is described in Part I below.

The financial information set out below is based on the audited financial statements of the Group, after making such adjustments as we consider appropriate. Our work has been carried out in accordance with the Auditing Guidelines, Prospectuses and the reporting accountant. We have been auditors of the Group throughout the reported period.

In our opinion, the financial information set out below gives a true and fair view of the results and sources and application of funds of the Group for each of the periods stated and of the state of affairs of the Group at the dates stated.

1 Composition of the Group

Throughout the reported period, Bick International Systems Limited was a wholly-owned subsidiary of Bick.

Bick made the following significant acquisitions during the reported period:

	Date	Proportion of Share Capital Acquired	Nature of Consideration
ITR Holdings Limited and subsidiary companies ("ITR")	24th May 1982	100%	Cash
Coombe Hill Property and Investment Company Limited ("Coombe Hill")	31st December 1982	100%	Shares in Bick
Bick Engineering Limited ("Bick Engineering")	29th July 1983	100%	Shares in Bick
Bick Communications Limited ("Bick Communications")	8th February 1980 31st March 1981 28th July 1983	35% 14.95% 50.05%	Loan stock Cash Shares in Bick

The results of ITR have been consolidated from the date of acquisition. ITR's principal operating company is ITR International Time Limited.

The principles of merger accounting have been applied to the acquisitions of Coombe Hill and Bick Engineering, and therefore their results have been consolidated throughout the reported period.

Bick Communications was controlled by the directors of Bick for that part of the reported period prior to the acquisition by Bick of the share capital of Bick Communications in 1983. The business of Bick Communications has been closely related to that of the remainder of the Group and the results have therefore been consolidated throughout the reported period.

The ordinary results of businesses closed down or sold during the reported period, or which are to be sold, have been disclosed separately in the profit and loss account as discontinued activities. The ITR factory was closed in January 1983, and Radio Link Limited and Colium Limited were sold in January 1985. Coombe Hill has been contracted to sell its investment property, conditional only upon the admission of Bick's shares to the Official List of The Stock Exchange. The investment property has not been depreciated, but has been revealed with the surplus taken to the revaluation reserve.

2 Accounting Policies

The significant accounting policies adopted in preparing the consolidated financial information set out below are as follows:

Accounting Convention

The financial information has been prepared under the historical cost convention, modified by the revaluation of certain freehold and long leasehold land and buildings.

Consolidation

The financial information consolidates the financial statements of Bick and all of its subsidiaries, made up to 30th September each year and to 31st March 1986, as described in "Composition of the Group" above.

Goodwill

Purchased goodwill, including goodwill arising on consolidation, is written off directly to reserves on acquisition.

Equipment on Rental

Those leases whose primary period covers substantially the whole of the useful life of the equipment, normally for nine years or a longer period, are classified as finance leases. All other leases are classified as operating leases. Income from operating leases and from maintenance is recognised as it arises. Where such income is invoiced in advance, the proportion relating to future periods is carried forward as deferred income.

Finance Leases

Equipment leased under finance leases is deemed to be sold at normal and user selling prices (Gross Retail Selling Prices), which value is included in turnover at the inception of the lease. Income from finance lease rentals (after deducting the proportion attributable to maintenance) is recognised over the primary period of the lease so as to give a constant rate of return on the investment in the lease. The return is recalculated each year on the basis of the actual rents received and future rents due, without taking any account of future escalations which may become contractually due. Provision is made for the expected level of unrecovered losses on early termination.

Operating Leases

Equipment leased under operating leases, normally for seven years or a shorter period, is capitalised at its purchase or production cost, including installation costs. The equipment is depreciated to a nil residual value in equal amounts over the expected useful economic life of the equipment, being normally seven years.

Initial direct costs, including attributable overheads, incurred in setting up rental agreements are carried forward as deferred costs and amortised over the primary period of the operating leases. Where a rental agreement is terminated before its full term, any residual deferred costs are written off in that year.

Transactions as Lessee

Back-to-back Leasing

Certain equipment on rental to customers under operating leases is financed by back-to-back finance leasing arrangements. This equipment is capitalised, as described under "Operating Leases" above, at its original cost, and the corresponding amounts due to the lessor, for which Bick is contractually liable, are shown as obligations under finance leases.

The total interest payable under finance leases is allocated to accounting periods so as to produce a constant periodic rate of charge on the outstanding balance of the obligation in each period.

Hire Purchase Transactions

Assets held under hire purchase contracts of a financing nature are capitalised and the rentals payable are apportioned between a finance charge and a reduction in the net obligation, recorded as a liability, for future amounts payable.

Other Finance Leases

Leasing charges in respect of motor vehicles used by the Group under finance leasing arrangements have been charged against the profit and loss account each year. Such leases are not capitalised.

Tangible Fixed Assets

Tangible fixed assets, other than equipment on rental, are depreciated over their estimated useful economic lives in equal annual instalments at the following rates per annum:

	Not depreciated
Freehold land	2%
Freehold buildings	Over the remaining period of the lease
Leasehold improvements	25%
Motor vehicles	10% to 20%
Plant, machinery, fixtures and fittings	

Stocks

Stocks, including work-in-progress, are stated at the lower of cost and net realisable value. Cost includes direct labour and attributable overheads as appropriate.

Deferred Taxation

Deferred taxation is provided using the liability method to the extent that the liability is expected to arise in the foreseeable future.

Foreign Currency Transactions

Transactions denominated in foreign currencies are translated into sterling and recorded at the rate of exchange ruling at the date of the transaction. Balances denominated in a foreign currency are translated into sterling at the exchange rate ruling at the balance sheet date. All exchange differences are taken to the profit and loss account as they arise.

Research and Development

Research and development expenditure is written off in the period in which it is incurred.

III Consolidated Profit and Loss Accounts

	Notes	Year ended 30th September	Year ended 30th September	Year ended 30th September	Year ended 30th September	Six months ended 31st March
		1981 £000	1982 £000	1983 £000	1984 £000	1985 £000
Turnover	1	6,182	7,027	9,218	10,511	13,440
Cost of sales		(3,610)	(4,083)	(4,672)	(5,786)	(7,552)
Gross profit		2,572	2,944	4,546	4,725	5,888
Other operating costs (net)	2	(2,019)	(2,145)	(2,798)	(3,042)	(3,652)
Interest payable (net)	3	(225)	(285)	(346)	(335)	(351)
Profit on continuing ordinary activities before exceptional items	4	328	514	1,214	1,348	2,085
Exceptional items	5	119	—	—	—	(155)
Ordinary profit/(loss) on discontinued activities	6	19	(705)	(147)	(55)	(52)
Profit/(loss) on ordinary activities before taxation		466	(185)	1,067	1,390	1,819
Tax on profit/(loss) on ordinary activities	7	(34)	—	(154)	(575)	(592)
Profit/(loss) on ordinary activities after taxation		432	(185)	913	805	1,227
Extraordinary items after taxation	8	—	(365)	(255)	(57)	56
Profit/(loss) for the financial period		432	(549)	658	748	1,283
Dividends declared	9	(75)	—	(100)	(150)	(200)
Transferred to/(from) reserves	10	953	(590)	558	598	1,083
Earnings/(loss) per share		2.32p	(1.05p)	4.91p	4.33p	6.60p

IV Consolidated Balance Sheets

		30th September					31st March
		1981	1982	1983	1984	1985	1986
		£000	£000	£000	£000	£000	£000
Fixed assets							
Tangible assets	11	1,032	2,522	2,775	2,868	3,038	3,252
Current assets							
Stocks	12	1,385	1,977	1,747	2,468	2,922	3,009
Net investment in finance leases	13	1,200	1,230	1,591	1,963	2,688	2,386
Debtors	14	1,800	2,624	2,604	2,891	3,002	3,153
Cash at bank		6	86	6	10	9	573
		4,390	6,007	5,948	7,331	8,601	8,125
Creditors (amounts falling due within one year)							
Bank loans and overdrafts	15	(335)	(799)	(651)	(462)	(1,018)	(195)
Deferred income		(622)	(1,138)	(1,151)	(1,194)	(1,044)	(1,942)
Trade and other creditors	16	(2,087)	(3,008)	(2,684)	(3,743)	(3,410)	(3,484)
		(3,044)	(4,945)	(4,485)	(5,399)	(5,472)	(5,529)
Net current assets		1,346	1,062	1,463	1,942	3,129	2,606
Total assets less current liabilities		2,378	3,564	4,390	4,811	6,167	7,086
Creditors (amounts falling due after more than one year)							
Bank loans	17	(240)	(1,000)	(904)	(800)	(942)	(642)
Other creditors	18	(615)	(632)	(553)	(366)	(464)	(508)
		(855)	(1,632)	(1,457)	(1,166)	(1,406)	(1,150)
Provision for liabilities and charges	17	—	—	(983)	(987)	(988)	(985)
		<u>1,523</u>	<u>1,946</u>	<u>2,390</u>	<u>2,968</u>	<u>4,176</u>	<u>5,111</u>
Capital and reserves							
Called up share capital	19	100	100	100	100	100	100
Revaluation reserve	19	—	783	936	827	1,021	1,186
Profit and loss account	19	1,423	783	1,532	1,961	3,055	3,825
		<u>1,523</u>	<u>1,946</u>	<u>2,390</u>	<u>2,968</u>	<u>4,176</u>	<u>5,111</u>

V Consolidated Statements of Source and Application of Funds

	Year ended 30th September				Six months ended 31st March	
	1981 £000	1982 £000	1983 £000	1984 £000	1985 £000	1986 £000
Funds generated from/ (absorbed by) operations:						
Profit/(loss) on ordinary activities before taxation	466	(185)	1,067	1,390	1,819	1,378
Extraordinary items excluding taxation	—	(365)	(5)	(71)	61	—
Net adjustments for items not involving the movement of funds: fixed assets and deferred costs	466	(550)	1,062	1,309	1,880	1,378
Total funds generated from operations	873	1,187	770	749	940	483
Corporation tax paid	1,339	587	1,832	2,058	2,820	1,891
	(41)	(34)	—	(64)	(123)	(119)
Net funds generated from operations	1,298	563	1,632	1,894	2,697	1,742
Application of funds:						
Tangible assets acquired (excluding equipment on rental)	215	1,433	359	334	324	152
	(58)	(78)	(117)	(25)	(43)	—
Disposal proceeds	487	374	368	248	336	182
Investment in operating leases	276	273	500	593	984	414
Investment in finance leases	20	50	—	—	—	—
Goodwill acquired	940	2,094	1,110	1,148	1,581	798
Additional/(reduced) working capital:						
Stocks	(5)	592	(230)	721	454	87
Advance payments on finance leases*	—	—	—	—	—	(529)
Debtors (excluding deferred costs and net investment in finance leases)	168	895	(20)	351	130	182
	(532)	(1,280)	229	(1,109)	467	(461)
Creditors	(368)	185	78	(37)	1,051	(741)
Dividends paid	36	36	—	200	200	50
Total funds applied	610	2,281	1,188	1,311	2,832	67
Surplus funds available/ (or funds applied)	688	(1,718)	643	683	(135)	1,675
Application of surplus funds (external finance required):						
Loans repaid	148	113	308	388	214	254
Other loans repaid to directors	9	25	177	18	50	—
Reduction/(increase) in bank overdrafts and loans	831	(1,837)	240	293	(398)	380
Increase/(reduction) in cash at bank	—	81	(80)	4	(1)	561
	688	(1,718)	643	683	(135)	1,675

VI. Notes to the Financial Information

1. Turnover
Analysis by category of turnover

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Equipment sales:						
Time recording	1,728	2,158	2,778	2,979	3,719	2,043
Tagging	485	320	356	883	2,543	1,257
Other	863	440	547	818	452	288
Subsidiary of equipment						
based under finance						
leases	276	273	800	583	964	414
Maintenance and other	3,062	3,241	4,381	5,383	6,078	4,002
income	1,501	2,109	2,990	3,270	3,107	1,892
Rental income from finance	1,629	1,677	1,947	1,958	2,855	1,318
and operating leases	6,182	7,027	9,218	10,511	13,440	7,012
Gross rentals receivable						
order	638	623	715	859	1,056	628
Finance leases	1,090	1,030	1,110	1,088	1,156	672
Operating leases	1,958	1,653	1,825	1,944	2,211	1,300

Analysis by geographical market

	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
United Kingdom	8,963	9,515	11,703	6,031		
Western Europe	197	310	802	280		
Other markets	9,218	10,511	13,440	7,012		

All the above categories of turnover comprise one class of business. Consequently no analysis is shown of the profit before taxation by category of turnover or geographical market.

2. Other Operating Costs (Net)

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Administrative costs	1,873	1,825	2,389	2,618	3,154	1,491
Distribution costs	146	220	408	468	542	302
Other operating income	2,019	2,146	2,788	3,048	3,686	1,757

3. Interest Payable (Net)

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Interest payable:						
bank loans and overdrafts	124	201	196	173	217	106
back-to-back finance	39	41	31	30	7	1
leases	11	8	25	21	13	12
other purchase loans	51	68	112	92	12	4
other	225	308	363	266	249	123
Interest receivable	225	285	346	238	196	94

4. Profit on Continuing Ordinary Activities

Profit on continuing ordinary activities is stated after charging:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Wages and salaries	1,789	1,757	2,328	3,249	4,081	1,914
Depreciation and	142	138	159	198	305	119
amortisation	223	392	357	389	492	280
Annual remuneration	22	32	37	57	50	26
Hired office equipment	366	478	622	517	609	245
at vehicles						

5. Exceptional Items

The exceptional items comprise: 196 (profit on the sale of equipment at customers' premises on rental under leasing contracts and of the benefits and obligations of the related contracts 1985 pension contribution in respect of past service of the Chairman.

6. Ordinary Profit/(Loss) on Discontinued Activities

The ordinary results of discontinued activities comprise:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
a) Results of Radio Link Limited and Colum Limited	19	(80)	3	(33)	—	—
b) Results of operating the factory at ITR until date of closure	—	(635)	(128)	—	—	—
c) Results of Coombe Hill	—	(4)	(22)	(28)	(52)	(22)
	19	(709)	(147)	(38)	(52)	(22)

- a) Radio Link Limited and Colum Limited, which together provided a message handling service to subscribers, were sold in January 1985.
b) Buck acquired ITR in May 1982 and closed its factory in January 1983.
c) Buck has contracted to sell the investment property owned and managed by Coombe Hill, conditional only upon the admission of Buck's shares to the Official List of The Stock Exchange; when this property has been sold Buck's investment property activities will cease.

7. Tax on Profit/(Loss) on Ordinary Activities

The tax on profit/(loss) on ordinary activities is as follows:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
UK Corporation Tax	—	—	190	241	510	427
Deferred Taxation	—	—	32	345	82	(14)
Advance Corporation Tax	34	—	(88)	(11)	—	—
	34	—	154	575	592	413

The amount of potential deferred taxation arising in each year but not provided as part of the tax on profit/(loss) on ordinary activities is as follows:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Deferred Taxation not provided	15	178	14	—	79	81

The charges for 1981 and 1983 were reduced by approximately £145,000 and £350,000 respectively by the utilisation of tax losses and, in 1983, the recovery of advance corporation tax previously written off.

8. Extraordinary Items after Taxation

The extraordinary items comprise:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
a) Fixed assets written off on closure of the ITR factory	—	(385)	—	—	—	—
b) Provision against claim outstanding against the vendors of ITR and the surplus arising on settlement of the claim	—	—	(48)	—	40	—
c) Provision for deferred taxation consequent upon the Finance Act 1984	—	—	(250)	—	—	—
d) Loss on the disposal of Radio Link Limited and Colum Limited	—	—	—	(71)	—	—
e) Gains on the disposal of properties	—	—	41	—	21	—
	—	(385)	(255)	(71)	61	—
Taxation credit/(charge)	—	(385)	(255)	(57)	58	—

9. Dividends

The total dividends per share declared in each year were as follows:

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Dividends per share	0.4p	—	0.5p	0.8p	1.1p	1.1p

The dividends per share is based on the 18,600,000 shares in issue immediately prior to the Offer for Sale.

10. Earnings/(Loss) Per Share

The calculation of earnings per share is based on the profit or loss on ordinary activities after taxation and on the 18,600,000 shares in issue immediately prior to the Offer for Sale.

11. Tangible Assets

	30th September 1985			31st March 1986		
	Cost or Valuation	Accumulated Depreciation	Net Book Value	Cost or Valuation	Accumulated Depreciation	Net Book Value
	£000	£000	£000	£000	£000	£000
Freehold land and buildings	1,412	62	1,350	1,475	—	1,475
Long leasehold investment property	550	—	550	600	—	600
Leasehold improvements	130	47	83	140	33	87
Equipment on rental	861	450	411	869	435	434
Plant, equipment and vehicles	1,182	568	614	1,324	668	656
	4,165	1,127	3,038	4,408	1,156	3,252

The freehold land and buildings are stated at a valuation by D.E. & J. Levy, Surveyors, Valuers and Property Consultants, of 130 Jermyn Street, London SW1Y 4UL dated 14th April 1986. The value ascribed to the long leasehold investment property is equal to the agreed sale price and is based on professional valuations dated 6th May 1986.

12. Stocks

	30th September 1985	31st March 1986
	£000	£000
Raw materials	899	896
Work-in-progress	584	672
Finished goods	1,849	1,831
	2,832	3,009

13. Net Investment in Finance Leases

	30th September 1985	31st March 1986
	£000	£000
Amount falling due within one year	96	105
Amount falling due in more than one year	2,572	2,380
	2,668	2,386

14. Debtors

	30th September 1985	31st March 1986
	£000	£000
Trade debtors	2,408	2,480
Deferred costs in respect of operating leases	371	370
Other debtors and prepayments	222	313
	3,008	3,163

15. Bank Loans and Overdrafts

	30th September 1985			31st March 1986		
	Bank Loans	Bank Overdrafts	Total Bank Finance	Bank Loans	Bank Overdrafts	Total Bank Finance
	£000	£000	£000	£000	£000	£000
Repayable within 1 year	198	860	1,058	158	—	158
Repayable between 1 and 2 years	58	—	58	—	—	—
Repayable between 2 and 5 years	175	—	175	175	—	175
Repayable in more than 5 years	409	—	409	409	—	409
	800	860	1,660	800	—	800

Bank loans totalling £800,000 are secured by a mortgage over the Group's premises in Swindon and by fixed and floating charges over the properties and assets of Buck and its subsidiaries.

16. Trade and Other Creditors

	30th September 1985		31st March 1986	
	Due within 1 year	Due in more than 1 year	Due within 1 year	Due in more than 1 year
	£000	£000	£000	£000
Other loans	154	24	110	14
Trade creditors	1,406	—	1,185	—
Payments received on account	843	—	884	—
Hire purchase and finance lease obligations	92	144	17	19
Corporation tax	205	296	455	475
Other taxes and social security	420	—	580	—
Accruals	641	—	583	—
Dividends	50	—	200	—
	3,410	464	3,484	508

17. Provision for Liabilities and Charges

The provision for liabilities and charges comprises deferred taxation as follows:

	30th September 1985		31st March 1986	
	Provided	Not provided	Provided	Not provided
	£000	£000	£000	£000
Accelerated capital allowances	862	383	838	464
Other timing differences	(96)	—	(95)	—
Recoverable advance corporation tax	(21)	—	(62)	—
	775	383	700	464
Capital gain on disposal of properties at their net book value	110	136	125	175
	885	519	825	639

18. Share Capital

At 31st March 1986 and 31st March 1985 the authorised, called up and fully paid share capital of Buck was one million 10p ordinary shares.

19. Reserves

	Year ended 30th September					Six months ended 31st March
	1981	1982	1983	1984	1985	1986
	£000	£000	£000	£000	£000	£000
Revaluation Reserve	—	—	763	838	827	1,081
Brought forward	—	—	—	—	—	—
Surplus arising on revaluation of properties	—	—	186	—	215	50
Investment property	—	—	768	—	—	135
Deferred tax provided on revaluation surpluses arising on investment property	—	—	—	—	(110)	(15)
Transfer to retained profits for depreciation charged on revalued properties	—	—	(11)	(11)	(11)	(5)
Carried forward	—	763	838	927	1,081	1,186
Profit and Loss Account	1,080	1,423	783	1,352	1,981	3,055
Brought forward	—	—	—	—	—	—
Retained profit/(loss) for the period	83	(580)	558	599	1,083	765
Goodwill written off	(20)	(50)	—	—	—	—
Transfer from revaluation reserve	—	—	11	11	11	8
Carried forward	1,423	783	1,352	1,961	3,055	3,825

20. Capital and Financial Commitments and Contingent Liabilities

At 31st March 1986, Buck had authorised but not contracted for capital commitments of £106,000.

Financial Commitments

a) At 31st March 1986, the Group had annual commitments under non-cancellable operating leases, and commitments under finance leases for motor vehicles, as follows:

	Operating leases - land and buildings (the majority of leases expire in more than five years)	Net obligations under finance leases, payable as follows:
	£000	£000
within 1 year	108	243
between 1 and 2 years	—	128
2 and 5 years	—	64
Net finance lease obligations	—	435

b) The Group has contracted into the United Kingdom state pension scheme and also provides an additional contributory scheme for eligible employees who have accepted invitations to join. The scheme provides retirement benefits based on length of service and final salaries, as well as life cover, and is funded through the purchase of annuity policies managed by an insurance company, at contribution rates which take account of current salaries and future commitments.

Apart from an unfunded annual pension commitment to former directors and their dependents currently amounting to £18,000 per annum, there is no unfunded pension commitment.

21. Post Balance Sheet Events

- a) On 23rd May 1986 Coombe Hill contracted to sell its investment property and contents for £687,214 to Mr. Alan Elliot and trusts for the benefit of Mr. and Mrs. Alan Elliot and their children. The contracts provide that completion is to take place on 11th June 1986.
b) On 19th May 1986 Buck's authorised share capital was increased to £1,250,000 and each ordinary share of 10p was subdivided into two ordinary shares of 5p. A capitalisation issue of 16,600,000 ordinary shares of 5p was made, credited as fully paid pro rata to existing shareholders.

Yours faithfully,

(requiring disclosure of interests in shares), has failed to supply the Company with the requisite information within 28 days after service of any such notice (or such longer period as is specified in the notice) and has failed to rectify such default within 14 days after service of a further notice requiring him to do so.

- (b) **Variation of Rights**
The rights attached to any class of shares may be varied or abrogated (a) in such manner (if any) as may be provided by such rights or (b) in the absence of any such provisions, either with the consent in writing of the holders of at least three-fourths of the nominal amount of the issued shares of that class or with the sanction of an extraordinary resolution passed at a separate meeting of the holders of the issued shares of that class. Every such separate meeting shall be convened and conducted in all respects as nearly as possible in the same way as an Extraordinary General Meeting of the Company, but no member, other than a Director or a holder of the shares of the class in question, shall be entitled to notice thereof or to attend thereat and the necessary quorum at any such meeting other than an adjourned meeting shall be two persons holding or representing by proxy at least one-third in nominal value of the issued shares of the class in question. At an adjourned meeting one person holding shares of the class in question present in person or by proxy shall be a quorum.

- (c) **Alteration of Share Capital**
(i) The Company may by ordinary resolution increase its share capital, consolidate its shares or any of them into shares of a larger amount, convert any fully paid up shares into stock of the same class and cancel any shares not taken or agreed to be taken by any person and sub-divide its shares, or any of them, into shares of a smaller amount.
(ii) The Company may, by special resolution, reduce its share capital, any capital redemption reserve and any share premium account in any manner authorised by law.

- (d) **Transfer of Shares**
The instrument of transfer of a share may be in any usual common form or in any other form which the Directors may approve, and shall be signed by or on behalf of the transferor and, in the case of a transfer of a partly paid share, by the transferee. The Directors may, in their absolute discretion and without giving any reason, refuse to register the transfer of a share which is not fully paid or in respect of which the Company has a lien or which is in respect of more than one class of share. The Directors may also refuse to register any transfer of shares in favour of more than four joint holders.

- (e) **Directors**
(i) Unless otherwise determined by the Company in general meeting, the number of Directors shall be not less than two and there shall be no maximum number.

- (ii) The Directors shall not be required to hold any qualification shares.

- (iii) The Directors shall be paid out of the funds of the Company by way of fees for their services as directors an aggregate annual sum not exceeding £50,000, together with such additional fees (if any) as may be determined from time to time by the Company in general meeting, and such fees and additional fees shall be divided between the Directors as they may agree or, failing agreement, equally. The Directors shall be entitled to be paid all reasonable expenses incurred by them in or about the performance of their duties as Directors.

- (iv) A Director, who at the date of his appointment is a director or other officer, servant or member of any company, may continue to be a director or other officer, servant or member of any such company or may, after his appointment as a Director, become a director or other officer, servant or member of (a) any company with the consent of the Board of the Company or (b) any company promoted by the Company or in which the Company may be interested as a vendor, shareholder or otherwise, and no such Director shall be accountable to the Company for any remuneration or other benefits received or receivable thereby from such other company.

- (v) A Director may enter into or be directly or indirectly interested in any contract, arrangement, transaction or proposal with the Company and may hold an office or place of profit under the Company in conjunction with the office of Director (except that of Auditor) and may act in a professional capacity for the Company, and in any such case on such terms as to remuneration and otherwise as the Directors may arrange.

- (vi) Save as otherwise provided in the Articles, a Director shall not vote or be counted in the quorum present on any motion in respect of any contract, arrangement, transaction or any other proposal whatsoever in which he has any material interest (otherwise than by virtue of his interests in shares or debentures or other securities of or otherwise in or through the Company). This prohibition does not apply, *inter alia*, to:

- (A) the giving of any security or indemnity to him in respect of money lent or obligations incurred by him at the request of or for the benefit of the Company or any of its subsidiaries;

- (B) the giving of any security or indemnity to a third party in respect of a debt or obligation of the Company or any of its subsidiaries for which the Director has assumed responsibility in whole or in part under a guarantee or indemnity or by the giving of security;

- (C) any proposal concerning an offer of shares or debentures or other securities of the Company or any of its subsidiaries for subscription or purchase in which offer he is or is to be interested as a participant in the underwriting or sub-underwriting thereof;

- (D) any contract, arrangement, transaction or other proposal concerning any other company in which he is directly or indirectly interested, whether as an officer or shareholder or otherwise howsoever, provided that he is not the holder of or beneficially interested in one per cent. or more of the equity share capital of such company (or of a third company through which his interest is derived) or of the voting rights available to members of the relevant company;

- (E) any contract, arrangement, transaction or other proposal concerning the adoption, modification or operation of a superannuation fund or retirement benefits scheme under which he may benefit and which either relates to both employees and Directors or has been approved by or is subject to and conditional upon approval by the Board of Inland Revenue for taxation purposes and does not accord to any Director as such any privilege or advantage not accorded to the employees to which such scheme or fund relates;

- (F) any contract, arrangement, transaction or proposal concerning the adoption, modification or operation of any scheme for enabling employees, including full time executive Directors of the Company and/or of any subsidiary, to acquire shares or any arrangement for the benefit of the Company or of any subsidiary or of the subsidiaries under which the Director benefits in a similar manner to employees.

- (vii) The Company may by ordinary resolution suspend or relax the provisions described in sub-paragraph (vi) above in any extent or ratify any transaction not duly authorised by reason of a contravention thereof.

- (viii) A Director shall be capable of being appointed or re-elected a Director despite having attained the age of 70 and shall not be required to retire by reason of his having attained that age.

- (ix) At every annual general meeting, any Director who has been appointed by the Directors since the date of the last annual general meeting, either to fill a casual vacancy or by way of an addition to their number, shall retire from office together with one-third of the other Directors for the time being. All retiring Directors shall be eligible for reappointment.

(f) Borrowing Powers

- (i) The Directors may exercise all powers of the Company to borrow money and to mortgage or charge its undertaking, property and uncalled capital, or any part thereof and, subject to the provisions of the Companies Act 1985, to issue debentures and other securities.

- (ii) The aggregate nominal or principal amount, together with any fixed or minimum premium payable on final repayment of all moneys borrowed (as such expression is defined in the Articles) borrowed by the Company and owing to persons outside the Group shall not, without the previous sanction of an ordinary resolution of the Company, exceed an amount equal to three times the aggregate of:-

- (A) the nominal capital of the Company for the time being issued and paid up; and
(B) the amounts standing to the credit of the consolidated reserves of the Company and its subsidiaries, whether distributable or undistributable, and including (without limitation) share premium account, capital redemption reserve and profit and loss reserves shown in a consolidated balance sheet of the Company as at the end of the financial year.

- (g) **Dividends and Distributions of Assets on Winding Up**
Subject to any special rights or restrictions attaching to any shares or any class of shares issued by the Company in the future, the holders of the Ordinary Shares are entitled, *pari passu* amongst themselves, but in proportion to the amount paid up or, in the case of a liquidation only, which ought to have been paid up on the Ordinary Shares held by them, to share in the profits of the Company paid out as dividends and any surplus in the event of the liquidation of the Company.

- (h) **Unclaimed Dividends**
All dividends, interest or other sums payable which are unclaimed for one year after having been declared may be invested or otherwise made use of by the Directors for the benefit of the Company until claimed. All dividends unclaimed for a period of 12 years after having been declared shall be forfeited and shall revert to the Company.

- (i) **Untraced Shareholders**
The Company may sell any shares or stock of a member or person entitled on death or bankruptcy of a member if such person or member has not cashed warrants or cheques sent by the Company over a period of 12 years and the Company has, at the expiration of such period, given notice in certain newspapers and within a further period of three months, after giving such notice and other notice written notice to the Quotations Department of The Stock Exchange of its intention to sell such shares or stock, received no communication from the member or other person. The Company shall be obliged to account to the person entitled thereto for the proceeds of the sale.

8. Directors' and Significant Interests

- (a) The interests of the Directors in the issued share capital of the Company immediately following the Offer for Sale, as they will be required to be recorded in the Register of Directors' Interests maintained under the provisions of the Companies Act 1985 and disregarding any Ordinary Shares which the Directors and their families may purchase under the Offer for Sale and under the arrangements for employees described in paragraph 7 below will be as follows:-

Name	Beneficial		Non-beneficial	
	Number	Per cent.	Number	Per cent.
A C Elliot	8,420,795	42.1	995,681	4.6
T W Elliot	3,908,000	19.5	1,498,000	7.5
J A Calcott	588,018	2.8	—	—
C D MacIntyre	—	—	—	—
I H Scott-Gall	115,320	0.6	—	—
I Watkins	18,800	0.1	—	—

As a result of Alan Elliot and Tara Elliot being trustees and/or beneficiaries of the same trusts in respect of certain family interests and/or both being deemed to be interested in the Shares held for the benefit of their infant children, their respective interests in Ordinary Shares shown in the table above contain a degree of duplication.

Following the Offer for Sale, the Directors' beneficial interests in Ordinary Shares will amount in aggregate to 51.1 per cent. of the issued share capital (disregarding any Ordinary Shares which the Directors and their families may purchase under the Offer for Sale and under the arrangements for employees described in paragraph 7 below). It is intended that, upon the implementation of the employee share option scheme, options over not more than 380,000 Ordinary Shares will be granted to certain executive Directors.

Alan Elliot's family trusts are selling in the Offer for Sale only 1,078,800 Shares out of a total shareholding of Alan Elliot and his immediate family interests of 10,818,596 Shares and, subsequent to the Offer for Sale, Alan Elliot and such interests will retain 47.7 per cent. of the enlarged issued share capital of the Company.

Alan Elliot, as a trustee of certain trusts in which he has no beneficial interest, will (together with his co-trustees) be applying for not more than 32,000 Ordinary Shares in the Offer for Sale.

Fenchurch Nominees Limited, which holds, as security for a loan advanced by Kleinwort Benson to Alan Elliot, 3,720,000 Ordinary Shares and which will continue to hold such Shares immediately following the Offer for Sale, is a wholly-owned subsidiary of Kleinwort Benson. All these Shares are beneficially owned by Alan Elliot.

No Director has any beneficial interest in shares in any of the Company's subsidiaries.

- (b) On 28th May 1986, Alan Elliot purchased from Anglo-Scottish 310,008 Shares at a 2 per cent. discount to the Offer Price. The discount was in respect of such Shares by Anglo-Scottish reflected the absence of an underwriting commission.

- (c) Andrew Calcott is a director of Kleinwort Benson, Lonsdale plc. whose wholly-owned subsidiary, Kleinwort Benson, will be receiving a fee in connection with the Offer for Sale (as disclosed in paragraph 13 below).

- (d) Ibis Securities Limited, a company in which Colin MacIntyre holds 27 per cent. of the issued share capital, is a licensed dealer in securities and is sub-underwriting 100,000 Offered Shares (1.37 per cent. of the Offered Shares) on the usual terms for a commission of 1/4 per cent. of the Offered Shares sub-underwritten by it.

- (e) There are no outstanding loans granted by any member of the Group to any of the Directors nor any guarantees provided by any member of the Group for the benefit of any of the Directors.

- (f) Save as disclosed above and in paragraph 11 below, there are no contracts in which any Director has a material interest.

- (g) Save as disclosed above, the Directors are not aware of any person (other than the Directors) whose holding, immediately following the Offer for Sale, will represent five per cent. or more of the Company's issued share capital or of any other persons who, directly or indirectly, jointly or severally, exercise or could exercise control over the Company.

- (h) Save as disclosed above and in paragraph 11(f) below, no Director has any interest in any transaction which is of an unusual nature, contains unusual terms or which is significant to the business of the Group and which was effected by the Company during the current or immediately preceding Financial Year and which remains in any respect outstanding or unperformed.

9. Directors' Remuneration and Service Agreements

- (a) The Directors' remuneration and benefits in kind granted to the directors during the year ended 30th September 1985 amounted to £480,000 (including the exceptional pension contribution of £155,000 referred to in sub-paragraph (c) below) and are estimated to amount to £258,000 during the year ending 30th September 1986.

- (b) There are no existing or proposed service agreements for Directors which are not determinable by the employing company within one year without payment of compensation (other than statutory compensation), save for the following:

Name	Annual salary	Bonus (Financial Year 1986)	Annualised Bonus
M Odey	£8,000	0.5	14,588
I H Scott-Gall	30,528	0.125	3,640
I Watkins	33,900	0.2	5,584

Conditional on the achievement of the forecast profit on ordinary activities before tax of £2.85 million, Messrs. Odey, Scott-Gall and Watkins will receive, as bonus, the stated percentages of Group consolidated profit on ordinary activities before Directors' bonuses and tax. The annualised bonus assumes that profit on ordinary activities before tax and other bonuses for the year ended 30th September 1986 will be £2.85 million.

If the forecast profit for Financial Year 1986 is not achieved, the amount of the shortfall will be divided between the profit-sharing Directors *pro rata* to their respective percentage shares of the net profit, and their bonuses (but not salaries) will be reduced accordingly.

From 1st October 1986, Messrs. Odey, Scott-Gall and Watkins will be entitled to a half-yearly bonus conditional upon the achievement of such level of earnings as shall be determined by the Board of Directors and to be calculated by reference to earnings per Share.

All the above service agreements are with the Company and are conditional upon the share capital of the Company, issued or to be issued, being admitted to the official list of the Stock Exchange on or before 9th June 1986 or such later date as may be agreed. Subject thereto, they each commence with effect from 1st May 1986 and are for a minimum period of three years from that date, subject to termination on or at any time after 1st May 1989 by eighteen months' prior written notice by either party. In addition, the service agreements provide for an annual salary review on 1st January each year.

- (c) A contribution of £168,000 to the Company's pension fund was charged in the accounts of the Company during Financial Year 1985 in respect of the past service of the Chairman. The purpose of this contribution was to ensure that the pension fund would be fully funded.

10. Employee Share Option Scheme

On 28th April 1986 the Company adopted an employee share option scheme (the "Scheme"), which has been approved by the Inland Revenue under the provisions of the Finance Act 1984. The principal terms of the Scheme are summarised below, but this summary does not affect the interpretation of the full and detailed rules (the "Rules") of the Scheme, copies of which are available for inspection in accordance with paragraph 17 below.

- (b) Under the terms of the Scheme, the Directors may at their discretion issue invitations to apply for options to acquire Ordinary Shares to any full time Director (being one who is required to devote not less than 25 hours per week to the service of the Group) or to any employee who is required to devote not less than 20 hours per week to the service of the Group. No monetary consideration is payable for the grant of an option. An option is not transferable.

- (c) The price payable by a grantee on the exercise of his option will be determined by the Directors but will be not less than the market value of the relevant number of Shares on the date of exercise and any other conditions (if any) provided that the price payable shall not be less than the nominal value of such Shares.

- (d) The number of Ordinary Shares in respect of which options may be granted under the Scheme may not in aggregate exceed the lesser of 2,780,000 Shares (subject to adjustment in the event of a variation of the Company's capital) and 10 per cent. of the Ordinary Share capital of the Company in issue from time to time. At the date of this document, it is intended to invite certain Directors (all executive), all managers and all those employees with five years' service to apply for options over a total of not more than 1,200,000 Shares at the Offer Price. No options have been granted over these Shares. The maximum value (at the acquisition price) of Shares over which any employee may be granted an option at any time shall not, when aggregated with the value (at their acquisition price) of Shares capable of being acquired by him on the exercise of options under the Scheme, exceed the greater of (a) £100,000 and (b) four times the higher of his PAYE earnings for the current or preceding year of assessment. In addition, the total amount for which Shares may be subscribed by any employee under the Scheme and any other employee share option scheme adopted by the Company shall not exceed four times the higher of his rate of annual remuneration and his actual remuneration for the last 12 months.

- (e) In normal circumstances, an option may not be exercised before the third anniversary of the date of grant. An option may not be exercised after the tenth anniversary of the date of grant. If an option holder dies, his personal representatives have the right to exercise the option within one year of the date of his death. If an option holder becomes disabled, his personal representatives have the right to exercise the option within three years of the date of his becoming disabled.

- (f) The Company shall apply to the Council for Shares issued on the exercise of any option to be admitted to the Official List. Save for any rights determined by reference to a date preceding the date of allotment, such Shares will rank *pari passu* with Shares in issue at the date of allotment.

- (g) In the event of a rights issue or any consolidation or reduction of the capital of the Company, the Directors may, and, in the event of a capitalisation or sub-division of the Company, shall, make such adjustments to the number of Shares referred to in sub-paragraph (d) above, the number of Shares subject to options, or the relevant acquisition prices as may be confirmed in writing by the auditors of the Company to be in their opinion fair and reasonable. In the event of a reconstruction, take-over or winding up of the Company, an option under the Scheme may be exercised within the period prescribed in the Rules.

- (h) The Scheme may be amended by the Directors. However, when the Company's Shares are the subject of dealings on The Stock Exchange, no amendment to the advantage of participants may be made to the provisions concerning the persons eligible to participate, the consideration for the grant of an option, the basis of calculation of the option price, the total number of Shares available for the Scheme, the limits on individual participation, the periods during which options may be granted and exercised, the transferability of options, the rights attaching to Shares issued pursuant to options, the provisions relating to take-over, reconstruction and winding up and the variation of capital without the consent of shareholders (unless such amendment is necessary or desirable for tax reasons).

11. Properties

Details of the Group's properties are as follows:-

Address	Description	Tenure	Date of next review	Expiry	Square Footage		Annual rent as at 31st March 1986
					Offices	Stores/Workshop	
Black House, Bramble Road, Swindon	Offices and warehouse	Freehold	N/A	N/A	24,900	8,220	6,000
6 Brindford Road, Exeter	Offices and workshop	Leasehold	4/5/87	4/5/89	1,000	—	4,200
7 Brindford Road, Exeter	Offices and workshop	Leasehold	4/5/87	3/5/88	1,000	—	4,200
Henock Road, Exeter	Workshop	Leasehold	14/5/81	14/5/88	—	3,250	—
Grace Road, Exeter	Workshop	Leasehold	10/3/88	10/3/95	—	2,337	—
Grace Road, Exeter	Workshop	Leasehold	N/A	19/1/89	—	1,800	—

Address	Description	Tenure	Date of next review	Expiry	Square Footage		Annual rent as at 31st March 1986
					Offices	Stores/Workshop	
Grace Road, Exeter	Paintshop	Leasehold	10/3/88	10/3/95	—	880	—
Unit 7, Metropolitan Centre, Greenford	Offices and stores	Leasehold	25/12/80	24/12/10	1,700	1,000	—
2nd Floor, Graphic House, Mosley Road, Manchester	Offices and stores	Leasehold	24/6/89	23/6/94	1,650	900	—
Part of 1st floor, Cannon House, Sheldon, Birmingham	Offices and stores	Leasehold	24/6/87	23/6/94	1,150	350	—
Byron Street, Leeds	Offices and stores	Leasehold	24/12/80	24/12/10	1,450	550	—
Calverley House, 8 The Broadway, Crowborough	Offices and stores	Leasehold	24/6/87	23/6/97	2,175	500	—
Unit 28, Balbo Industrial Estate, Bangor, Northern Ireland	Offices and stores	Leasehold	1/5/89	30/4/97	300	530	—
Albion House, 67 Beaulieu Street, London EC1	Offices	Leasehold	N/A	28/9/89	4,280	—	—

Albion House is the Group's former offices. The Company occupies premises at York Street, Glasgow which comprise offices and stores and which are the subject of a lease which expired on 28th May 1986. A new lease is currently under negotiation.

12. Subsidiaries

Details of the Company's principal subsidiaries (all of which are incorporated in England and Wales) are given below. With the exception of ITR International Time Limited, the subsidiaries are directly held by the Company.

Company	Issued Share Capital (fully paid)
Black International Systems	£485
Black Communications	£13,262
Black Engineering	£1,665
ITR Holdings Limited	£59,286
ITR International Time Limited	£1,000
Coombe Hill	£100

The registered offices of the subsidiaries referred to above are as follows:

Black International Systems	Black House, Bramble Road, Swindon SN2 6ER
Black Communications	67 Brindford Road, Exeter EX2 8QX
Black Engineering	67 Brindford Road, Exeter EX2 8QX
ITR Holdings Limited	Black House, Bramble Road, Swindon SN2 6ER
ITR International Time Limited	Black House, Bramble Road, Swindon SN2 6ER
Coombe Hill	Black House, Bramble Road, Swindon SN2 6ER

13. Working Capital

The Directors consider that, having regard to bank and other facilities available, the Group has sufficient working capital for its present requirements.

14. Material Contracts

The following contracts, not being contracts entered into in the ordinary course of business, have been entered into by the Company or by its subsidiaries in the two years immediately preceding the date of this document and are or may be material:

- (a) An agreement dated 7th December 1984 between (1) Black International Systems and (2) Alcatel whereby Black International Systems was appointed exclusive distributor in the United Kingdom of the "T16 Key System" supplied by Alcatel. This agreement, which is for a duration of approximately three years, is renewable on a yearly basis after agreement on sales targets but may be terminated by either party upon the giving of six months' notice, or by Alcatel, prior to any renewal. The agreement, if sales targets are not achieved, the terms of the distributorship agreement relating to Alcatel's telephone equipment (which was entered into on 15th December 1981) are essentially identical save that a three month notice period is required for termination.

- (b) An agreement dated 18th January 1985 between (1) the Company, (2) Black International Systems and (3) Mobile Radio Communications Group Limited (known as Sarpedon Electronics Limited) ("Mobile") whereby the Company sold and Mobile acquired the entire issued share capital of Colum Link Limited and Radio Link Limited and certain loans owed to Black International Systems by Colum Link Limited and Radio Link Limited for a total consideration of £100,000, of which £55,000 was paid in cash on completion and £45,000 was satisfied by the issue to Black International Systems of 36,000 Redeemable Convertible Preference Shares of £1 each after in Mobile.

- (c) An agreement dated 28th September 1985 between (1) Black Communications and (2) British Telecommunications plc whereby Black Communications contracted to supply on-site radio paging equipment of a minimum value of £300,000 (exclusive of VAT) to British Telecommunications plc. The duration of the contract is from 1st October 1985 to 31st March 1987, but it may be extended upon agreement by both parties.

- (d) An agreement dated 20th January 1986 between (1) the Company, (2) Black International Systems, (3) Mobile and (4) Mobile Radio Communications Group Limited whereby Black International Systems surrendered to Mobile the 35,000 Redeemable Convertible Preference Shares of £1 each allotted to it pursuant to the contract described in sub-paragraph (b) above in consideration of a waiver by Mobile of all claims under such contract (in particular, a claim against the Company in respect of cancellations of rental contracts prior to the date of completion).

- (e) An agreement effective as of 1st April 1986 between (1) Cincinnati Time Recorder Company ("Cincinnati") and (2) Black International Systems whereby Black International Systems was appointed exclusive distributor in the United Kingdom of time recording equipment (both electro-mechanical and electronic) supplied by Cincinnati. This agreement, which continues in full force and effect until terminated by either party in certain circumstances and by Cincinnati where Black International Systems fails to meet sales targets.

- (f) Two agreements, both dated 23rd May 1986, in respect of the sale of Coombe Hill investment property, being:

- (i) an agreement between (1) Coombe Hill and (2) Alan Elliot whereby Coombe Hill agreed to grant and Alan Elliot agreed to take an undivided 1/2 share in the Pavillion Road (including part of the basement of 45 Cadogan Square), London SW1 for 50 years at an annual rent of £500 on behalf of trustees for the benefit of Mr. and Mrs. Elliot and in his own right to purchase its completion for a total purchase price of £482,214 conditional upon Admission, completion to be on 11th June 1986.

- (ii) an agreement between (1) Coombe Hill and (2) the trustees of a settlement for the benefit of Mr. and Mrs. Alan Elliot's children for the sale and lease of the head leasehold interest in 140 and 142 Pavillion Road and 45 Cadogan Square, London SW1 for £210,000; completion to take place immediately following completion of the contract referred to in sub-paragraph (i) above.

- (g) The Offer for Sale Agreement referred to in paragraph 13 below.

15. Taxation

(a) General

The Directors have been advised that, following completion of the Offer for Sale, the Company should cease to be a close company within the meaning of the Income and Corporation Taxes Act 1970. Appropriate indemnities in respect of certain tax matters have been given pursuant to the Offer for Sale Agreement referred to in paragraph 13 below.

(b) Taxation of Dividends

The Company is not required to withhold tax at source but, when paying a dividend, the Company has to remit to the Inland Revenue an amount of Advance Corporation Tax (ACT) at a rate which is related to the basic rate of Income Tax and is currently 1/8th of the amount of the dividend paid.

For individual shareholders resident in the UK, the ACT paid upon any dividend is available as a tax credit. The credit will be equal to such proportion of the dividend as corresponds to the rate of ACT payable in respect of that dividend. The tax credit is set off against the shareholder's overall Income Tax liability and, to the extent that the total tax credits exceed his overall Income Tax liability, the shareholder may claim to have the excess paid to him by the Inland Revenue. A UK resident company shareholder will not normally be liable to UK Corporation Tax on any dividend received.

Whether holders of Shares who are resident in countries other than the UK are entitled to a payment from the Inland Revenue of a proportion of the tax credit in respect of dividends on such Shares depends in general upon the provisions of any double tax agreements which exist between such countries and the UK. Persons who are not resident in the UK should consult their own tax advisers on whether they are entitled to reclaim any part of the tax credit; the procedure for claiming payment and what relief or credit may be claimed in the jurisdiction in which they are subject to taxation.

The above comments are intended as a general guide to the current position. Any person who is in any doubt as to his taxation position should consult his professional adviser.

16. Offer for Sale Arrangements

By an agreement (the "Offer for Sale Agreement") dated 28th May 1986 between (1) the Company, (2) certain shareholders of the Company listed therein (the "Shareholders"), (3) the Directors, (4) the warrant holders listed therein (the "Warrant holders"), (5) Kleinwort Benson, (6) Fenchurch Nominees Limited and (7) Ibis Securities Limited, the Company, only to the posting of letters of acceptance, *inter alia*, the Company, subject to the Company to the Official List by not later than 9th June 198

Receiving Bankers and the Registrars, the costs of printing, advertising and circulating this document and any other document in connection therewith, a fee to Kleinwort Benson, by Kleinwort Benson and its agents, charges and disbursements, including the legal fees incurred above, and an advisory fee to L. Messel & Co. Kleinwort Benson may terminate the Offer for Sale Agreement, *inter alia*, if there is any substantial change in national or international financial, economic or political conditions which, in the reasonable opinion of Kleinwort Benson (after consultation with the Company, if practicable), materially and prejudicially affects the Offer for Sale.

Under the Offer for Sale Agreement, Kleinwort Benson will pay a commission to sub-underwriters of 1% per cent. of the Offer Price on the Shares being sub-underwritten. The number of Ordinary Shares which the Vendors have agreed to sell pursuant to the Offer for Sale Agreement are as follows:

Vendor	Number of ordinary shares
Minor Nominees	27,900
D. C. Bain	4,800
Barclays Nominees (Branches) Limited	539,400
V. H. Buist	10,410
C. J. Cantrill	1,380
Countess Cathcart	8,940
A. T. Cole	4,180
R. I. Crockett	4,880
Elliot family trusts	1,078,800
J. P. Erskine	188,100
S. P. E. Erskine	120,900
Erskine family trusts	186,000
M. G. Golder	5,210
P. C. A. Jones	2,780
V. I. Lloyd	74,400
New Road Nominees Limited	3,180,600
M. Orlay	372,000
P. Pain	5,550
I. H. Scott-Gall	74,400
H. B. & B. H. Shaw	4,880
F. L. T. Wade	4,020
I. Watkins	33,420
Sir Anthony Weldon and A. C. Elliot (as trustees)	2,180

14. Preferential Application Rights
Preferential consideration will be given to valid applications received on preferential application forms for an aggregate maximum of 730,821 Ordinary Shares (10 per cent. of the Shares now being offered for sale) from employees of the Group at 18th May 1986 and from existing shareholders who are not selling shares in the Offer for Sale. Each such person may apply on a preferential basis for a minimum of 100 Ordinary Shares. To the extent that such persons have valid applications on a preferential basis for more Ordinary Shares than are available to satisfy their applications, their applications may be scaled down.

15. United States Securities Laws
The Offered Shares have not been and will not be registered under the United States Securities Act of 1933, as amended. Accordingly, the Offered Shares may not be offered, sold, resold, or transferred, directly or indirectly, in the United States or to or for the benefit of any US person or to or for the benefit of any US person as part of the distribution of such shares. For this purpose "United States" means the United States of America, its territories or possessions and "US person" means any national or resident of the US or the estate thereof, any corporation, partnership or other entity created or organised in or under the laws of the US or any political sub-division thereof.

- 16. General**
- Save as disclosed in paragraphs 2, 7, 11 and 13 above:
 - no share or loan capital of the Company or of any of its subsidiaries has been issued within the three years immediately preceding the date of this document or is proposed to be issued, fully or partly paid, for cash or for a consideration other than cash; and
 - no unissued capital of the Company or of any of its subsidiaries is under option or is agreed, conditionally or unconditionally, to be put under option.
 - Save as disclosed in paragraph 2 above, no material issue of Shares (other than to shareholders *pro rata* to existing holdings) will be made within one year of the date of this document without the prior approval of the Company in general meeting.
 - Save as disclosed herein, no commission, discounts, brokerages or other special terms have been granted by the Company or by any of its subsidiaries within the three years immediately preceding the date of this document in connection with the issue or sale of any share or loan capital of such company.
 - Neither the Company nor any of its subsidiaries is engaged in any legal or arbitration proceedings which may have or have had, during the twelve months preceding the date of this document, a significant effect on the Group's financial position, and no such proceedings are known to the Directors to be pending or threatened against the Company or any of its subsidiaries, which may have or have had, during the twelve months prior to the date hereof, a significant effect on the Group's financial position.
 - The Directors are of the opinion that the Group carries reasonable insurance cover for all major risks which it faces and which would be expected to be the subject of insurance cover, except for equipment which is under rental agreements to customers, whose responsibility it is to insure the equipment.
 - There has been no significant change in the financial or trading position of the Group since 31st March 1986, being the date of its audited consolidated accounts.
 - J. P. Erskine (aged 68) retired on 27th May 1986, having completed over 14 years as a director of the Company.
 - The total costs and expenses of the Offer for Sale and of the application for listing payable by the Company, are expected to amount to approximately £750,000 (excluding VAT).

PROCEDURE FOR APPLICATION

1 Insert in Box 1 (in figures) the number of Ordinary Shares for which you are applying. Application must be for a minimum of 200 Ordinary Shares or in one of the following multiples:

- for not more than 2,000 Shares, in a multiple of 200 Shares
- for more than 2,000 Shares, but not more than 5,000 Shares, in a multiple of 500 Shares
- for more than 5,000 Shares, but not more than 20,000 Shares, in a multiple of 1,000 Shares
- for more than 20,000 Shares, but not more than 100,000 Shares, in a multiple of 10,000 Shares
- for more than 100,000 Shares, in a multiple of 25,000 Shares

2 Put in Box 2 (in figures) the amount of your cheque or banker's draft. The amount of your cheque or banker's draft should be 147p multiplied by the number of Ordinary Shares inserted in Box 1.

For example:

Number of Ordinary Shares	Amount you must pay
200	£294
400	£588
1,000	£1,470

3 This is a declaration of citizenship for the purposes of US securities laws. The definition of "US person" is set out in paragraph 15 of "General Information".

4 Date and sign the application form in Box 4. The application form may be signed by someone else on your behalf if only authorised to do so. Persons signing on behalf of applicants who are individuals should enclose the powers of attorney for inspection. A corporation should sign under the hand of a duly authorised official whose representative capacity must be stated.

5 Put your full name and address in BLOCK LETTERS in Box 5.

Applications may not be made by persons under the age of 18.

6 You must attach a separate cheque or banker's draft to each completed application form. Your cheque or banker's draft must be made payable to The Royal Bank of Scotland plc for the amount payable on application.

Scotland plc for the amount payable on application inserted in Box 2 and should be crossed "Not negotiable Bick".

No receipt will be issued for this payment, which must be solely for this application.

Your cheque or banker's draft must be drawn in sterling on an account at a branch (which must be in the United Kingdom, the Channel Islands or the Isle of Man) of a bank which is either a member of the Committee of London and Scottish Bankers or which has its cheques and banker's drafts cleared through the same clearing system as the members of that Committee (and must bear the appropriate sorting code number in the top right hand corner).

Applications may be accompanied by a cheque drawn by someone other than the applicant(s), but any moneys to be returned will be sent by crossed cheque in favour of the person(s) named in Box 5(a) 5 and (7).

7 You may apply jointly with other persons. You must then arrange for the application form to be completed by or on behalf of each joint applicant (up to a maximum of three other persons). Their full names and addresses should be put in BLOCK LETTERS in Box 7.

8 Box 8 must be signed by or on behalf of each joint applicant (other than the first applicant who should complete Box 5 and sign in Box 4).

Persons signing on behalf of applicants who are individuals should enclose the powers of attorney for inspection.

* You must send the completed application form by post, or deliver it by hand, to The Royal Bank of Scotland plc, New Issues Department, 24 Lombard Street, London EC3V 9BA, in each case so as to be received by not later than 10.00 a.m. on Tuesday 3rd June 1986.

* If you post your application form, you are recommended to use first class post and to allow at least two days for delivery.

* Photostat copies of application forms will not be accepted.

MULTIPLE OR SUSPECTED MULTIPLE APPLICATIONS MAY BE REJECTED IN THEIR ENTIRETY.

BASIS OF ACCEPTANCE AND DEALING ARRANGEMENTS

The application list will open at 10.00 a.m. on Tuesday 3rd June 1986 and will close as soon thereafter as Kleinwort Benson may determine.

The basis on which applications have been accepted will be announced as soon as practicable after the application list closes. If there has been a heavy demand for Ordinary Shares, you may receive fewer than you applied for or none at all. If you are successful in whole or in part, you will be sent, shortly after the announcement, a renounceable letter of acceptance (a temporary document of title) for the Ordinary Shares allocated to you. If your application is accepted in part, the balance of the moneys paid by you will be refunded (without interest).

If your application is not accepted, all moneys paid by you will be returned (without interest). Moneys will be returned as soon as practicable after the announcement of the basis of allocation and will be sent by post at the risk of the applicant(s) concerned.

Up to a total of 10 per cent. of the Ordinary Shares will in the first instance be made available at the Offer Price to meet applications on preferential application forms from or on behalf of employees of the Group (as at 18th May 1986) and existing shareholders of the Company other than those selling in the Offer for Sale.

It is expected that renounceable letters of acceptance will be posted to successful applicants by not later than Friday 6th June 1986 and that dealings in the Ordinary Shares will commence on Monday 9th June 1986. Dealings prior to receipt of renounceable letters of acceptance will be at the risk of applicants. A person so dealing must recognise the risk that an application may not have been accepted to the extent anticipated or at all.

The Offered Shares will be registered, free of UK stamp duty, in the names of purchasers or persons in whose favour renounceable letters of acceptance are duly renounced, provided that, in cases of renunciation, renounceable letters of acceptance (only completed in accordance with the instructions explained therein) are lodged for registration by 3.00 p.m. on Friday 4th July 1986. Share certificates will be despatched at the risk of persons entitled therein on Wednesday 20th July 1986.

(i) Binder Hamlyn have given and have not withdrawn their written consent to the issue of this document with the inclusion herein of their report and of their letter relating to the profit forecast and with the references thereto and to their name, in the form and context in which such report, letter and references appear.

(ii) Kleinwort Benson has given and has not withdrawn its written consent to the issue of this document with the inclusion herein of its letter relating to the profit forecast and with the references thereto and to its name, in the form and context in which such letter and references appear.

(iii) D. E. & J. Levy have given and have not withdrawn their written consent to the issue of this document with the inclusion herein of the reference to their name and to their valuation in the form and context in which such references appear.

(iv) Kleinwort Benson, which is a merchant bank, is registered in England (no. 551334) and has its registered office at 20 Fenchurch Street, London EC3P 3DB.

(v) The Offered Shares will be registered securities and will rank *par passu* in all respects with the existing Ordinary Shares, but are being offered in renounceable form.

(vi) The principal banker to the Company is The Royal Bank of Scotland plc.

17. Documents available for inspection
Copies of the following documents will be available for inspection at the offices of Clifford-Turner, Blackfriers House, 18 New Bridge Street, London EC4V 6BY, during usual business hours on any weekday (Saturdays excluded) for a period of 14 days following the date of publication of this document:

(a) the Memorandum and Articles of Association of the Company;

(b) the audited consolidated accounts of the Group for the years ended 30th September 1984 and 30th September 1985 and the audited consolidated accounts of the Group for the six months ended 31st March 1986;

(c) the letters of Binder Hamlyn and Kleinwort Benson relating to the profit forecast;

(d) the report of Binder Hamlyn set out herein and their statement of the adjustments made by them in arriving at the figures set out in their report;

(e) the Directors' service agreements referred to in paragraph 6 above;

(f) the rules constituting the Employee Share Option Scheme referred to in paragraph 7 above;

(g) the material contracts referred to in paragraph 11 above; and

(h) the written consents referred to in sub-paragraphs 16 (i), (ii) and (iii) above.

Dated 28th May 1986

TERMS AND CONDITIONS OF APPLICATION

(a) The contract resulting from each acceptance of an application will be conditional upon (i) the whole of the Ordinary Share capital of Blick, issued and now being issued, being admitted to the Official List of The Stock Exchange, and such admission becoming effective, by not later than 9th June 1986 and (ii) the Offer for Sale Agreement not being terminated in accordance with its terms. Cheques or banker's drafts for amounts payable on application will be presented for payment before such conditions are satisfied and the application moneys will be kept by The Royal Bank of Scotland plc in a separate bank account. If these conditions are not satisfied as aforesaid, the application moneys will be returned (without interest) by returning the applicant's cheque or banker's draft or by sending a crossed cheque in favour of the applicant through the post at the risk of the person(s) entitled thereto. It is expected that the Ordinary Share capital will be conditionally admitted to the Official List on 30th May 1986.

(b) Kleinwort Benson reserves the right to reject, in whole or in part, or to scale down any application and, in particular, multiple or suspected multiple applications and to present for payment any cheques or banker's drafts received. If any application is not accepted in whole or in part or is scaled down, the application moneys or, as the case may be, the balance thereof will be returned (without interest) to the applicant by returning the applicant's cheque or banker's draft or by sending a crossed cheque in favour of the applicant through the post at the risk of the person(s) entitled thereto.

(c) Any contract made by acceptance (whether in whole or in part) of any application shall constitute a separate contract for the purchase of each of the Offered Shares and these terms and conditions shall be construed accordingly.

(d) Save where the context otherwise requires, terms defined in this document bear the same meaning when used herein or in application forms.

(e) Applications (other than preferential applications) must be made on the accompanying application form. By completing and delivering an application form, you (as the applicant(s)):

(i) offer to purchase from Kleinwort Benson the number of Ordinary Shares specified in your application form (or such smaller number for which the application may be accepted) on and subject to these terms and conditions (of which the sections entitled "Procedure for Application" and "Basis of Acceptance and Dealing Arrangements" form part) and subject to the listing particulars relating to the Company dated 28th May 1986 (the "Listing Particulars") and subject to the Memorandum and Articles of Association of the Company;

(ii) authorise The Royal Bank of Scotland plc to send a renounceable letter of acceptance for the number of Ordinary Shares for which your application is accepted and/or a crossed cheque for any moneys returnable, by post, at your risk to the address of the person (or the first named person) named in your application form and to procure that your name (and the name(s) of any joint applicant(s)) be placed on the register of members of the Company in respect of such Ordinary Shares, the entitlement to which has not been duly renounced;

(iii) agree that, in consideration of Kleinwort Benson agreeing that it will not, prior to 9th June 1986, offer any of the Offered Shares to any person other than by means of the procedures herein referred to, your application may not be revoked until after 16th June 1986 and that this paragraph shall constitute a collateral contract between you and Kleinwort Benson which will become binding upon despatch, by post, to or receipt by The Royal Bank of Scotland plc of your application form;

(iv) agree that completion and delivery of an application form constitutes a warranty that your remittance will be honoured on first presentation;

(v) warrant that (unless you are an employee of the Group (as at 18th May 1986) or an existing shareholder of the Company who is not selling shares in the Offer for Sale and are therefore authorised to make an application for Ordinary Shares as such an employee or existing shareholder) only one application has been made by you or on your behalf on an application form;

(vi) agree that all applications, acceptances of applications and contracts resulting therefrom under the Offer shall be governed by, and construed in accordance with, the laws of England;

(vii) warrant that, if you sign an application form on behalf of somebody else, you have the authority to do so;

(viii) agree that any letter of acceptance to which you may become entitled and any moneys returnable may be held pending clearance of your payment;

(ix) agree that, in respect of those Ordinary Shares for which your application has been received and is not rejected, acceptance of your application shall be constituted either by confirmation to The Stock Exchange of the basis of allocation (in which case acceptance shall be on that basis) or by the determination of the number of Offered Shares for which your application is accepted pursuant to the arrangements made between Kleinwort Benson and The Royal Bank of Scotland plc;

(x) confirm that, in making your application, you are not relying on any information or representation in relation to the Group or any of the Offered Shares other than such as may be contained herein and accordingly agree that neither Kleinwort Benson nor any person responsible for this document or any part of it shall have any liability for any such other information or representation; and

(xi) warrant that you are not a US person, that you are not applying on behalf of or with a view to reselling to a US person and, if you are a dealer, that you will advise any purchaser from you of any Ordinary Shares allotted to you of the restrictions on resales in the US or to US persons set forth above and will further advise any dealer purchasing from you that it must similarly advise any purchasers from such dealer of such restrictions.

(12) No person receiving a copy of this document or of an application form in any territory other than the UK may treat the same as constituting an invitation or offer to him, nor should he in any event use such form unless, in the relevant territory, such an invitation or offer could lawfully be made to him or such form could lawfully be used without contravention of any registration or other legal requirements. Any person outside the UK other than a US person wishing to make an application hereunder must satisfy himself as to full observance of the laws of any relevant territory in connection therewith, including the obtaining of requisite governmental or other consents, observing any other requisite formalities and paying any issue, transfer or other taxes due in such territory.

AVAILABILITY OF LISTING PARTICULARS AND APPLICATION FORMS

Copies of these Listing Particulars, which will be published in the Financial Times and The Times on Thursday 28th May 1986, can be obtained from the Registered Office of the Company and from:

Kleinwort Benson Limited
20 Fenchurch Street
London EC3P 3DB

L. Messel & Co.
1 Finsbury Avenue
London EC2M 2QE

The Royal Bank of Scotland plc
34 Fettes Row
Edinburgh EH3 6UT

and from the following branches of The Royal Bank of Scotland plc:

13 Golden Square
Aberdeen AB9 8DU

11-12 Bennetts Hill
Birmingham B2 5RS

35-38 Baldwin Street
Bristol BS1 1NR

Drummonds Branch
49 Cheering Cross
London SW1A 1RX

New Issues
Department
94 Lombard Street
London EC3V 9BA

88 Buchanan Street
Glasgow G1 3BA

27 Park Row
Leeds LS1 5QB

1 Dale Street
Liverpool L3 2PP

38 Mosley Street
Manchester M60 2BE

127 Commercial Road
Swindon SN1 6PZ

APPLICATION FORM

Blick plc

(registered in England and Wales; no. 875534)

Offer for Sale by Kleinwort Benson Limited of 7,308,210 ordinary shares of 5p each in Blick plc at a price of 147p per share, payable in full on application.

1 I/we offer to purchase from Kleinwort Benson Limited

ordinary shares of 5p each in Blick plc (or such lesser number of shares in respect of which this application may be accepted) at 147p per share on the terms and subject to the conditions attaching to this application.

2 and I/we attach a cheque or banker's draft for the amount payable, namely £

3 I am not a US person (as defined in the Listing Particulars) and am not making this application on behalf of a US person

4 Dated 1986 Signature

5 PLEASE USE BLOCK LETTERS

Forenames in full _____
Surname _____
(Mr, Mrs, Miss or title)
Address in full _____
Postcode _____

6 ☐ Attach here your cheque/banker's draft for the amount in Box 2

7 Mr, Mrs, Miss or title _____
Forenames(s) _____
Surname _____
Address _____
Postcode _____

Mr, Mrs, Miss or title _____
Forenames(s) _____
Surname _____
Address _____
Postcode _____

Mr, Mrs, Miss or title _____
Forenames(s) _____
Surname _____
Address _____
Postcode _____

8 Signature _____

Fill in this section only when there is more than one applicant. The first or sole applicant should complete Box 5 and date and sign Box 4. Insert below only the names and addresses of the second and subsequent applicants, each of whose signatures is required in Box 8.

PLEASE USE BLOCK LETTERS

Claimants should ring 0254-53272.

Rank	Company	1992 FTE	Ch mktg	Dr serv	Re vls	P/E
84	Century	104	-1	57	5.5	51.2
10	Chemicals	23	-			32.3
117	Electric	23	-	12.1	10.3	4.8
24	Garber Energy	31	-4			
236	Global N Res	263				
238	Gold Pan	34		1.4	4.1	12.8
25	Gr Western	52	+3		4.1	7.3
27	I Gas	375	+2	22.1	59	11.1
4	ICC Oil	-				

12	NCA Dining	12	41	17
110	LASMO	121	-13	14
149	Do Units	180		
20	New London Co	20		

80	Person	111	+	16	77	123
81	Person	26	+	1	1	27
82	Person	26	+	1	1	27
83	Person	26	+	1	1	27
84	Person	26	+	1	1	27
85	Person	26	+	1	1	27
86	Person	26	+	1	1	27
87	Person	26	+	1	1	27
88	Person	26	+	1	1	27
89	Person	26	+	1	1	27
90	Person	26	+	1	1	27
91	Person	26	+	1	1	27
92	Person	26	+	1	1	27
93	Person	26	+	1	1	27
94	Person	26	+	1	1	27
95	Person	26	+	1	1	27
96	Person	26	+	1	1	27
97	Person	26	+	1	1	27
98	Person	26	+	1	1	27
99	Person	26	+	1	1	27
100	Person	26	+	1	1	27

558	Steel Bros	565	4	22
61	Tozer Kennedy	178	-1	0
153	Yelo Canto	185		40

PAPER, PRINTING, ADVERT'G				
216	Asbest Mead	228	-5	60 1.7 23.5
217	Asbest Paper	161		
218	Ascon Inc	161	-5	1.6 3.9 14.8
219	Ascon Paper	43		
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299	Ascon Paper	43		
300	Ascon Paper	43		

141	McCormick	150	42
93	More O'Ferral	179	• ..
123	Norman Opax	175	• ..
100	Opax & Munoz	211	• ..

35	Stamps	44																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		</
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Cap & Coupler	200	4.5
Carbide Prop	245	2.4
Centronium	170	6.0

97	Chemistry	426	0.0	1.9	15.9
98	Chemistry	426	0.0	26.7	15.9
99	Chemistry	426	0.0	8.0	8.2
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44	Chemistry	426	0.0	8.0	8.2
45	Chemistry	426	0.0	8.0	8.2
46					

Land Securities	312	14.0
Loan & Edm Tot	710	12.9
Do 6'25	316	9.3

[illegible]

Spyhawk	440	+11	13.5
Sono Setz	172		5.8
Stock Conversion	715		12.1
Stocks	82		

Town Centre	25	•	1.4	2.0	21.3
Trinidad Park	226	•	14.4	17	18.7
U.S. Land	500	•	20.0	31	24.8
U.S. Land (Land)	500	•	20.0	31	24.8
Wentworth	545	•	24.3	45	18.5
West (Land)	172	•	11.4	2.0	20.6
West & Country	172	•	11.4	2.0	20.6

SHIPPING

Atlantic Port	613	•	14.3	23	19.2
St. Lawrence	301	•	6.1	2.0	21.2
Quebec	281	•	5.7	2.2	22.4
Fisheries (Marine)	281	•	4.4	2.2	22.4
Grain	810	•	17.9	35	24.5
Grain (Land)	810	•	6.1	6.1	25.7
Life	35	•	0.7	0.7	0.7
Life (Land)	35	•	0.7	0.7	0.7
General Goods	195	•	2.3	4.8	13.0
General Goods (Land)	195	•	2.3	4.8	13.0
Rumors (Wholesale)	521	•	22.9	4.8	3.0

SHOES AND LEATHERS

SHOES AND LEATHER			
FI	325	9.3	29.127
Ganner Boots	178	14.3	29.008
Hudson Shoes	40	3.1	8.75
Lambert Hosiery	200	3.1	7.8
Plantoid & Burton	76	4.4	23.259
Shoemaker	100	11.4	25.6
Strong & Fisher	180	-2	11.4
Syco	398	5.4	31.257

TEXTILES			
Allied Text	255	9.3	35.175
Baine Spce	186	+3	3.0
Brown Lichen	186	9.3	29.008
Buckman (A)	91	8.2	9.107
Chenille	100	8.2	8.7
Chenille	100	8.2	8.7
Butler & Lumb	80	8.2	8.7
Coral	80	+4	5.7
Crowds	80	+4	5.7
Downside	80	+4	5.7
Flannel (A)	135	+11	1.5
Flannel	135	+11	1.5
Flannel	135	+11	1.5

Dura Mat	2158		4.6
Foster (John)	42	+7	5.7
Gastell Properties	83	+2	5.0

[illegible]

Postmans	372	+8	13.7
	148	+3	9.1

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* Ex dividend a Ex all b Forecast dividend c Interim payment passed f Price at suspension g Dividend and yield exclude a special payment h Pre-merger figures i Forecast earnings j Ex other r Ex rights s Ex quote per share soft t Top four u Underwritten v Underwritten share price w Ex quote per share x Ex quote per share y Ex quote per share z Ex quote per share

1521

BANKING & ACCOUNTANCY APPOINTMENTS

FINANCE IN INTERNATIONAL MARKETING:

Substantial career challenges for ambitious young

Part-Qualified Accountants

£10,000 to £13,500 + benefits

Effemex — the young, profitable and rapidly expanding international division of the Mars Group — specialises in marketing the Group's well-known consumer products to over 100 countries worldwide, and plays a leading role in overseas market development and growth. We now have vacancies in our Finance Department for young, highly motivated, part-qualified accountants who are keen to develop their management accounting experience and financial systems skills in a progressive and fast-moving international marketing environment. Prospects for career advancement within the division and within the Mars Group are excellent for suitable individuals.

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Computerisation gathers pace

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- The electronic market floor — brings together market makers, broker dealers and the whole investment community.
- Computerisation in the securities industry is gathering pace — be in on the leading edge at the frontiers of technology.

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- Hands on exposure, achieving results to tight deadlines using computerised accounting systems.
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 - Good communicator
 - Understanding of information systems and products.
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- Providing management and financial accounting control/performance information in a form which is going to be most useful to management.
- Improving cost efficiency.

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Morgan Stanley International
Commercial Union Building
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Leadenhall Street
London EC3

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(FT AUGUST, 1984)

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(TIMES APRIL, 1986)

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Salary Negotiable + Car

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The ideal candidate will have a thorough engineering background, educated to degree level in Electronics/Physics with practical experience in dealing with the Research Establishments. This experience need not have been gained in a pure sales/marketing role, but good communication skills with the right personality and a thorough knowledge of computing and software are essential. Preferred age group is 26-35 years old.

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Apart from an initial basic salary of c. £25,000 the remuneration package will reflect the seniority of the position to include share option scheme, pension and life assurance and a company car.

Interested applicants should write, including CV with salary history and daytime telephone number, quoting reference TT125 to:

RAWLINSON AND HUNTER
PO Box 4SR, One Hamover Square, London W1A 4SR

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CRICKET: CLOSE FINISH AS KENT REACH THEIR EIGHTH BENSON AND HEDGES SEMI-FINAL

Sussex likely to be fined again for slow over-rate

By John Woodcock, Cricket Correspondent

LORD'S: Sussex, with all their wickets in hand, need 248 runs from 53.3 overs to beat Middlesex.

The rain arrived in the late afternoon at Lord's yesterday and prevented any further play in this Benson and Hedges quarter-final. By then Middlesex had made 256 for five in a lively piece of cricket watched by quite a good crowd, sometimes in sunshine. No sooner had Sussex started their innings than the weather closed in.

Besides making 46 together for Middlesex's first wicket, Barlow and Slack survived the first six of Imran's 11 overs. In the first over of the match Imran beat Barlow four times. Had he not been restricted in the number of overs he could bowl, Middlesex would have been unlikely to make the runs they did. On Tuesday, also against Middlesex at Lord's, he had taken eight for 34. Now, very well and economically though he bowled, he got no one out. Off a full run he looked fitter than for a long time.

Middlesex, in fact, timed their innings well. When Barlow drove Reeve to mid-off in the eighteenth over the score was still only 46; but Gating wasted no time, and when Reeve bowled Slack in the twentieth over Butcher came in and was soon under way.

For the third wicket Gating and Butcher added 84 in 16 overs with an admirable piece of batting. These were two very good players showing sound judgement, running fast between the wickets and knowing just what liberties to take as the ball moved about under a thick layer of cloud.

The bowlers they used being all of medium pace (Imran was faster than that but he is not a genuine fast bowler), Sussex finished by being liable to a fine of £600 or having sent down only 49 of their 55 overs in the first three hours 25 minutes of the Middlesex innings.

In the first of the qualifying matches in this year's Benson and Hedges, against Essex at

home, they were fined £1,000, also for dropping behind the perfectly reasonable required over-rate of 16 an hour. On that occasion the club and the players each paid half the fine. It is quite right that stringent measures should be taken to keep the game moving.

By lunch Middlesex were 122 for two from 32 overs and gaining momentum. Four overs later Gating pulled a short ball from Pigott hard but straight to Barlow at short midwicket. Sussex fielded very well and this was a good catch. Butcher went to another, taken by Pigott off his own bowling after Butcher had just hit him for 12 in three balls. Butcher was fourth out at 177, with 11 overs to go and Radley beginning to drive Sussex to despair.

Downton's 32 in 10 overs included two leg-side sixes off Le Roux, the first a startling stroke to long-on, the second on to the Grandstand balcony. In 10 overs Downton and Radley had added 67 for the fifth wicket when another of those unsatisfactory and purely fortuitous deflections off the bowler ran Downton out. The Middlesex innings ended at 3.30. When rain stopped play 20 minutes later Lenham and Green had each hit one good four in the over and a half they had received. An hour later, rain still coming and going, it was obvious that we should have to return today.

On a wicket which seemed and bounced, Derbyshire's ultimate total represented untold riches after their extraordinarily slow, difficult start. Dilley beat Anderson's but consistently without finding the edges. Barnett made some contact against Ellison, driving him for one four before edging to second slip.

When Kent's opening bowlers ended their six over stints, Derbyshire had reached 18. Barnett came on to bowl with equal penetration, Hill and



In the shadows: Border plays forward yesterday (Photograph: Chris Cole)

Cowdreys steer Kent home

By Peter Ball

DERBY: Kent beat Derbyshire by four wickets.

After their early batsmen had been pinned down, Kent's middle order flourished successfully enough to see their side to their eighth semi-final in the Benson and Hedges competition. Chris Cowdrey played the captain's part with an unbeaten 63 to gain the Gold Award and he found aggressive support from his younger brother, Graham, in a stand of 56 in seven overs and then from Ellison as they punished the hapless Warner, the one weak spot in Derbyshire's otherwise formidable team at attack, to win with eight balls remaining.

On a wicket which seemed and bounced, Derbyshire's ultimate total represented untold riches after their extraordinarily slow, difficult start. Dilley beat Anderson's but consistently without finding the edges. Barnett made some contact against Ellison, driving him for one four before edging to second slip.

When Kent's opening bowlers ended their six over stints, Derbyshire had reached 18. Barnett came on to bowl with equal penetration, Hill and

Anderson both surviving confident leg before appeals before Baptiste found Hill's outside edge.

But as Anderson's sojourn finally ended and Baptiste finished his allotted over, relief was at hand. Roberts joined Morris in a stand which transformed the game as they added 91 in 14 overs.

In the end Cowdrey accounted for both but by the time Roberts succumbed, Derbyshire were off the leash and some heavy blows from Miller and Warner in the closing overs added to Kent's frustration.

The wicket had lost some of its bounce and pace but there was still enough movement to give Derbyshire's battery of seam bowlers encouragement.

Finney, in particular, beat the bat as frequently and as effectively as Baptiste had done. Taverne and Hinks were both undone by his late swing as they drove flat-footed but Cowdrey and the dogged Taylor saw Kent safely to tea with the game poised.

Kent's situation then was almost identical to Derby's at lunch but neither batsman could strike Morris's rich vein. They

had put on 71 in 17 overs when Taylor drove Newman to extra cover in the attempt to quicken the rate. It was by then over seven an over but the Cowdreys joined forces to revive Kent

DEBYSIDE

Kent: 1. Hill 63, 2. Roberts 41, 3. Morris 41, 4. Cowdrey 63, 5. Graham 36, 6. Ellison 26, 7. Warner 12, 8. Miller 12, 9. Taylor 12, 10. Newman 12, 11. Roberts 12, 12. Cowdrey 12, 13. Taylor 12, 14. Newman 12, 15. Roberts 12, 16. Cowdrey 12, 17. Taylor 12, 18. Newman 12, 19. Roberts 12, 20. Cowdrey 12, 21. Taylor 12, 22. Newman 12, 23. Roberts 12, 24. Cowdrey 12, 25. Taylor 12, 26. Newman 12, 27. Roberts 12, 28. Cowdrey 12, 29. Taylor 12, 30. Newman 12, 31. Roberts 12, 32. Cowdrey 12, 33. Taylor 12, 34. Newman 12, 35. Roberts 12, 36. Cowdrey 12, 37. Taylor 12, 38. Newman 12, 39. Roberts 12, 40. Cowdrey 12, 41. Taylor 12, 42. Newman 12, 43. Roberts 12, 44. Cowdrey 12, 45. Taylor 12, 46. Newman 12, 47. Roberts 12, 48. Cowdrey 12, 49. Taylor 12, 50. Newman 12, 51. Roberts 12, 52. Cowdrey 12, 53. Taylor 12, 54. Newman 12, 55. Roberts 12, 56. Cowdrey 12, 57. Taylor 12, 58. Newman 12, 59. Roberts 12, 60. Cowdrey 12, 61. Taylor 12, 62. Newman 12, 63. Roberts 12, 64. Cowdrey 12, 65. 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Today's television and radio programmes

Edited by Peter Dear
and Christopher Davalle

BBC 1

6.00 **Ceezaf All News** headlined by Peter Brough and Selina Scott. (r) 10.55

6.50 **Breakfast Time** with Frank Bough and Selina Scott. (r) 10.55

7.55, 8.25 and 8.55 regional news, weather and traffic at 8.57, 9.27, 9.57 and 10.27 national and international news at 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 7.20 and 8.20; a review of the morning newspapers at 8.57, 9.15, 9.35 and 10.00.

9.20 **The Parent Programme**. Dealing with bad behaviour in the subject of this edition in the underfives. Presented by Frances Wilson and Miriam O'Reilly. 9.35 **Children's** School, presented by Brian Jameson with guest Liz Watts. (r) 10.50

1.00 **News After Noon** with Richard Whitmore and Moira Stuart, includes news headlines with subtitles 1.25 Regional news. The weather details come from John Kettley 1.40 **Hotkey Colley**. A See-Saw programme for the very young, with Chloe Ashcroft and Don Spencer. (r) 1.50

1.55 **International** Showtime from Hickstead. The Everest Double Glazing Stakes, with commentary by Raymond Brooks-Ward and Stephen Hadley. 3.52 **Regional news**.

3.55 **Gran**, narrated by Patricia Hayes. (r) 4.00 **Law On Five** with Fiona Benjamin and Robin Stevens. 4.15 **Laurel and Hardy** in a cartoon entitled *Termites*. 4.20 **Professor Popper's Problems**. (r) 4.35 **Dance and Dragons**. (r)

4.55 **News** presented by Roger Finn 5.05 **Blue Peter**. Peter Duncan is 400 feet above street level when he helps to place dish antennae on the top of the Telecom Tower in London. (r) 5.15

5.35 **Go for 10** How have the Bull Terriers from Uxbridge in their fight for fitness? And the story of two elderly people who took up classical ballet in order to stay fit. (r) 5.45

6.00 **News** with Nicholas Mitchell and Andrew Harvey. Weather. 6.35 **London Plus**. 7.00 **Top of the Pops** introduced by John Peel and Janice Long.

7.30 **EastEnders**. Debs receives an ultimatum: the ladies' team from the Queen Vic travel to an away game and Michelle makes a new friend in the hospital. (r) 7.45

8.00 **Tomorrow's World** from Highgrove House, Gloucestershire, where Prince Charles presents the 1986 Prince of Wales Award for Industrial Innovation and Production. The names of the six finalists in the 1987 competition are also announced. (r) 8.15

8.50 **Mexico 86**. The background to the World Cup. 9.00 **News** with Julia Somerville and John Humphrys.

9.30 **Bread**. Comedy series, written by Carla Lane, about a particularly fit housewife, coping in an inspired way with the vagaries of unemployment. Starring Jean Boht, Jonathan Morris, Victor McGuire and Gilly Coman.

10.00 **Question Time** from King's School, Canterbury. Sir Robin Day's guests are Becky Bryan, Sir James Crompton and Mps Bryan Gould and Edward Heath. 11.00 **Summer of '86**. Highlights of Russia's matches against West Germany and Portugal in the 1986 World Cup. Introduced by John Motson.

11.35 **Weather**.

TV-AM

6.15 **Good Morning Britain** presented by Anne Diamond and Henry Kelly. News with Gordon Honeycombe at 6.30, 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 8.40 and 9.10; exercises at 8.55; cartoon at 9.25; pop video at 9.55; Jeni Barnett's postbag at 10.40; Wednesday 2pm 10.03 includes Wincoy Willis with a new board game.

ITV LONDON

9.25 **Thames news headlines** followed by *The Big Bag* (1980) starring Sidney James. *George Brain*, the mastermind of a robbery for which he and his gang are eventually jailed, is content in the knowledge that the loot has not been found. On his release he learns that the fellow who has been found to have secreted the money is now situated in the back of a police station. Directed by Gerald Thomas. 10.55 **Fireball XL5**.

11.30 **About Britain**. The celebrations on Alderney marking 40 years of peace. 12.00 **Tales from Fat Tulip's Garden**. (r) 12.10 **Puddle Lane**. (r) 12.30 **The Sun**.

1.00 **News at One** with Carol Barnes 1.20 **Thames news**. 1.30 **Two of this week's** news at the swish St Gregory's are a lawyer and his assistant who are preparing to defend a wealthy client. 2.25 **House Cookery Club**. Tasty Pork Hot Pot.

2.30 **Something to Treasure**. Geoffrey Bond and Brian Ince examine commemorative items produced for Edward VIII's coronation that never was. What are they worth? 3.00 **Thames news headlines**. 3.25 **Sons and Daughters**. *Tales from Fat Tulip's Garden*. (r) 4.10

4.30 **The Sun**. 4.40 **Thames news**. 4.50 **Thames news**. 5.00 **Thames news**. 5.15 **Thames news**. 5.30 **Thames news**. 5.45 **Thames news**. 6.00 **Thames news**. 6.15 **Thames news**. 6.30 **Thames news**. 6.45 **Thames news**. 7.00 **Thames news**. 7.15 **Thames news**. 7.30 **Thames news**. 7.45 **Thames news**. 8.00 **Thames news**. 8.15 **Thames news**. 8.30 **Thames news**. 8.45 **Thames news**. 9.00 **Thames news**. 9.15 **Thames news**. 9.30 **Thames news**. 9.45 **Thames news**. 10.00 **Thames news**. 10.15 **Thames news**. 10.30 **Thames news**. 10.45 **Thames news**. 11.00 **Thames news**. 11.15 **Thames news**. 11.30 **Thames news**. 11.45 **Thames news**. 12.00 **Thames news**. 12.15 **Thames news**. 12.30 **Thames news**. 12.45 **Thames news**. 1.00 **Thames news**. 1.15 **Thames news**. 1.30 **Thames news**. 1.45 **Thames news**. 2.00 **Thames news**. 2.15 **Thames news**. 2.30 **Thames news**. 2.45 **Thames news**. 3.00 **Thames news**. 3.15 **Thames news**. 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SPORT

Board must be firm rather than fierce

By John Woodcock, Cricket Correspondent

Ian Botham should know by tonight what cricket he may expect to play in the immediate future. Accompanied by his solicitor, Mr Alan Herd, and one of Mr Herd's partners, he will go to Lord's this morning to meet the disciplinary committee of the Test and County Cricket Board (TCCB) to answer four charges of "bringing the game into disrepute."

Not since June 23, 1977, when Mr Kerry Packer came face to face with the International Cricket Conference, has a meeting at Lord's attracted such attention. On that occasion Mr Packer, having failed to get what he wanted, said before leaving the ground: "I will take no steps to help anybody. From now on it is every man for himself and let the Devil take the hindmost." But Packer could afford to be more arbitrary than can Botham.

On a difficult legal wicket

In less contentious days, the years would come and go without the TCCB's disciplinary committee having even to be convened. Indeed, the good men and true who will hear today's case can little have thought when they were elect-

ed to it that they would one day find themselves going into action, as they do now, on a difficult legal wicket and before such a large and opinionated audience.

It is because of this that they will be chaired by the lawyer among them, Mr P. R. Bromage, from the Midlands, and joined by the board's legal adviser, Mr Alan Moses, QC. Being from Botham's county of Somerset, the usual chairman, Mr Colin Atkinson, headmaster of Millfield School, has stood down and will not be there. The other headmaster on the committee, Mr Dennis Silk, warden of Radley College, is tied up talking to parents about the importance of discipline. I dare say—and he, too, will be missing.

Each county is asked to propose members for service on the various sub-committees of the TCCB, these being adjudication, county pitches, cricket, discipline, finance, public relations and marketing, overseas tours, registration, umpires, second XI and under-25 competitions, and the executive. Those hearing today's case may seem a curious assortment, but they will be there because their own counties thought them well fitted to seeing justice done and to upholding the best standards of the game.

Besides Peter Bromage, they will be: Dr J. A. Burnett, a retired general practitioner from Tenby, who was chairman of Worcestershire from 1979 until last year; Mr Spen Cama, a former president of Sussex and one of their trustees; Mr G. E. Craven, chairman of Glamorgan since 1984, a retired regional director of Barclays Bank and chairman

Allegations to answer

of the National Trust in Wales; Mr Eddie Crush, who bowled in-swingers for Kent from 1945 to 1949 before becoming the professional at Dover College; Mr Tony Cawdry, Yorkshire's chairman of finance and a specialist in insurance; Mr David Graveney, Gloucestershire's present captain and the representative on the disciplinary committee of the Cricketers' Association, whose treasurer he is; Mr Ken Graveney, father of David, elder brother of Tom and a former president of Gloucestershire; and Mr Alan Moss, who went into publishing after taking over 1,300 first-class wickets between 1950 and 1968, most of them for Middlesex but 21 for England. The hearing will be centred

on an article which appeared under Botham's byline in *The Mail on Sunday* earlier this month and contained an admission that he had smoked cannabis in his younger days. The four charges to be answered are: 1, using cannabis; 2, admitting to have used cannabis; 3, denying in the past that he had used drugs; 4, making public pronouncements without the clearance of his county. The board may want to know more about various other allegations made in *The Mail on Sunday* on April 11, 1984, in the first article to link any of England's cricketers with the drugs scene, and they will not be unaware of Botham's previous warnings.

The disciplinary committee, who have full powers to act on the TCCB's behalf, will have to be careful not to lay themselves open to charges of restraint of trade, and vital as it is to stamp out the use of drugs in cricket the board must take some of the responsibility for what abuses there are because of their unconcern in the past. The game will be best served today by a firm rather than a fierce ruling, and an informed, hard-hitting statement. It has been done enough harm already without our having to lose Botham altogether.

Sunday deadline for Robson

From Stuart Jones, Football Correspondent, Monterrey

As England assembled for the final fixture of their World Cup build-up, against the reigning champions of the host country, only Bryan Robson and Linaker were not dressed for the part. They had to sit in the wings and watch their colleagues, all of whom were asked to be ready to share the stage with Monterrey.

Their exclusion yesterday afternoon was more significant than the game itself. There is no question that they would be included in Bobby Robson's strongest line-up and yet there is now more than some doubt as to whether they will be available for the opening tie here against Portugal on Tuesday.

Bryan Robson's Achilles tendon has suffered no adverse reaction after his lonely training sessions, which remain restricted to exercises, jogging and running up and down steps. But he had not even kicked a ball for a week until Tuesday when Norman Medhurst, the assistant physiotherapist and as enthusiastic as a schoolboy, offered to practise with him during a break in the England squad's activities.

Bobby Robson had hoped that his captain and namesake would be able to gallop around for at least half an hour to shake off the rust that inevitably has been gathering. It was, after all, the last opportunity

to give him an airing in an atmosphere that could be considered realistically competitive.

That target has not been reached. "If he had maintained his progress, he would have been in for 30 minutes," Bobby Robson said. "He could do with a match but he is not ready. There have been no setbacks but he cannot go full out yet. When he reaches three-quarters pace, something tells him to ease up."

"I wanted him to play but I'm afraid I've had to give that up. I am not prepared to risk Portugal's World Cup squad yesterday called off their strike over a pay dispute and so avoided the threat of being sent home. Demands for more money were rejected by the Federation, whose spokesman said that the protest was abandoned because of an appeal by the Portuguese President.

him. He is one of the greatest players in the world. We have had to do without him recently and we have done quite well but it is difficult to replace him completely."

In his absence, England have confirmed that they can cope adequately. They are also accustomed to being without their incomparable leader. Of the seven internationals that have taken place since qualification for Mexico was as-

sured, he has missed five of them. They include the draw against Northern Ireland and the victory over Scotland at home and the triumph in Egypt, 4-0, and in the Soviet Union and in Canada, both by 1-0.

Yet Bryan Robson, whose ruthless determination is wrapped tightly within the solid muscle of his frame, is one of the most feared and fearsome individuals in the finals and his presence, physical and psychological, is vital. For the mental lift it would give England alone, he may yet be thrown in initially against the Portuguese. The deadline for a decision has been set for Sunday.

Linaker's chances of being fit by Tuesday are put higher than "reasonable." His wrist injury is still "very painful." With 40 goals to his credit last season, he is England's sharpest weapon. Beardsley's creative contribution would be potentially as effective but he does not score as many goals. He partnered Dixon for a change at the start yesterday and Barnes was invited to take over Waddle's position on the flank in a match that gave the under-21s a chance to assume a starring role.

Hodge, who may appear in the finals more often than anybody had foreseen, was joined in midfield by Reid and Steven.

British hoping to match French

By Jenny MacArthur

With the world show jumping championships only six weeks away, the British team will have a chance of seeing how they measure up against the French no. 1 team at the Everest Double Glazing Nations Cup meeting which begins at Hickstead, in East Sussex, today.

The French, holders of the world championship title, are on form and, with Frederic Cottier, Philippe Rozier and Pierre Durand, all competing on their top horses, the British will have little room for error if they are to achieve a second successive win in Sunday afternoon's Nations Cup event.

Nick Skelton and John and Michael Whitaker, who returned from their successful Spanish trip only yesterday, are all on the British short-list of six from which the Nations Cup team will be picked. Skelton will ride Raffles St James, John is giving the promising Next Milton an outing and Michael partners Next Warren Point.

Malcolm Pyrah, who was with these three in Spain, will not be competing. His top horse, Anglezarke, has an aversion to the Hickstead water fence and, having competed somewhat reluctantly at this meeting a year ago, the selectors are this time allowing him to miss it and follow his own training programme up to the world championships.

Janet Hunter, now under Ted Edgar's watchful eye at the Everest Stud in Warwickshire, and Philip Heffer, with Viewpoint, are the two youngest riders on the short list, which also includes Robert Smith, with Olympic Video.

The selectors are anxious to give Heffer and Miss Hunter more international experience and there is nowhere better than the Hickstead arena to gain that experience. "If a horse jumps well at Hickstead," Ronnie Massarella, the team manager, said last week, "you know he can take on any course in the world." Earlier this month Miss Hunter and Lismanarrow helped the British team to third place at the Lucerne Nations Cup in Switzerland.

Of the other four teams competing at Hickstead, West Germany and The Netherlands, who last year finished second equal, are both fielding strong sides. Rob Ehrens leads the Dutch and Paul Schockemöhle, the triple European champion, with Deister, front-runners for a place at the world championships, head the West German team. His fellow riders include Jürgen Kenn and Bernard Kemps with the powerful Argonaut. Ireland have Eddie Macken at the helm and Italy, now trained by Marcel Rozier, the former French team manager, are fielding a team of young riders.

In addition to the Nations Cup there are seven other international classes at the meeting, including Saturday afternoon's Grand Prix worth £9,000 to the winner. Among the British riders who are competing are David Bowen, fresh from his Grand Prix victory on Hawk in Madrid, and Liz Edgar.



The tops: Rice claims Prichard as one of his five wickets during the Benson and Hedges Cup quarter-final at Chelmsford yesterday (Photograph: Chris Cole). More cricket, page 38

TENNIS

Graf on an upward curve

From Rex Bellamy, Tennis Correspondent, Paris

Steffi Graf, aged 16 years and 11 months, is a full-time tennis player who packs schoolbooks in her luggage. They mostly concern biology, geography and her native German literature. Recently she has not had much time for all that. Miss Graf has not been beaten since March and, nine days hence, could take over from Christine Truman as the youngest French champion.

Miss Graf has won four consecutive tournaments and, in the process, has beaten the three most recent French champions: Chris Lloyd, Martina Navratilova, and Hana Mandlikova. This week she has lost a total of three games in two matches. Yesterday's victim was another biology student, Gretchen Rush of Pennsylvania, who swiftly found herself struggling to win points, never mind games.

Miss Rush was smart and diligent. She moved fast and played well. But she was helpless. If Miss Rush had Miles Kingston's mastery of franglais she might reasonably have committed herself to the thought, Bourrez Ceci Pour Une Alouette (Stuff this for a lark).

"I'm playing really well at the moment and I'm in good shape," Miss Graf said. She ascribed her recent advance to confidence, particularly on the

forehand. "I have the confidence to hit it really hard. But I think it's a little too early for me to win the title. Martina and Chris are hard to beat in the grand slam tournaments. It would be really good to get to the semis. Next year, I don't know..."

These comments were relayed to her scheduled opponent in a semi-final, Mrs Lloyd, who responded: "She's smart to say that, because it takes a bit of pressure off her. But I think she could win the tournament. She has won the last four and beat Martina and me in straight sets. That makes it more interesting for everybody. Martina and I have been carrying the load for a few years now, not that I'm complaining, I've enjoyed it."

Results, page 38

Johan Kriek is playing here for the first time since 1979, when he was beaten in the first round by an ambidextrous Czechoslovak called Pavel Hnuka. Yesterday Kriek won 6-1, 6-3, 5-7, 6-3, against the

talented player of the circuit, the 6ft 7in Milan Srejber, a compatriot of Hnuka's. Kriek could be excused for regarding Czechoslovaks as an eccentric breed: ambidextrous, monstrous, or anything else outside the norm.

Kriek now has a moustache (something else different). He is a muscular, bouncy little chap with an off-beat sense of humour that may have inspired his persistent lobbying not the obvious thing to do against an opponent who rises 6ft 7in above the earth's crust. "I played unbelievably well for the first two sets," Kriek said, "and the lobs paid off." Srejber, aged 22, may be worth attention at Wimbledon. He was a nobody until he beat Boris Becker in February. Now he ranks 34th in the world.

Britain's last two contenders in the singles both had American opponents. The British No.1, Annabel Croft, had three points for a 4-1 lead in the third set but was beaten by Pam Casale, Anne Hobbs, the national champion, had a 6-3, 6-4 win over Niurka Sodupe, of Miami, aged 17, whose exotic name arises from mixed South American stock. The strange thing is that Miss Hobbs, who has been pestered by illness and injury, had not won a singles match this year until she arrived in Paris but is now in the last 32.

SPORT IN BRIEF

Jobbing chosen

Karen Jobling, of Yorkshire, who was banned for a year from the England women's cricket team following an unofficial tour of South Africa last winter, has been chosen to play for the WCA President's XI against the Indian women at Gunnersbury on June 11. One of the original reasons given for the ban was that it might jeopardize the tour by India, which starts on June 8.

Trophy blow

The International Cricket Conference (ICC) Trophy for associate members has suffered major disruption with the withdrawal of Singapore, because of the late non-availability of some players, and the expulsion of West Africa for failing to clarify their entry (Michael Berry writes). Group A will now comprise seven teams instead of the original nine, but it is hoped that all matches involving the many friendly fixtures, will be fulfilled by either a Select XI made up of associate member players or a Welsh Cricket Association side.

Seoul prepares

Construction has been completed of a huge sports complex and an athletes' village, capable of housing 5,000 people, for September's Asian Games in Seoul. The complex, which occupies an area of 2.9 million square metres, has a park, a velodrome, three gymnasiums, an indoor swimming pool and tennis courts. Another sports complex, with a 100,000-seat main stadium, was opened in 1984. Many of the facilities will also be used for the 1988 Olympic Games.

Court appeal

Middlesbrough, who have been threatened with expulsion by the Football League should they go into liquidation and form a new company, are prepared to take their case to court if necessary. The third division club have taken legal advice and now claim their scheme should be accepted by the League if it is by the court and their creditors. The club's directors stood down following the appointment of a provisional liquidator. Middlesbrough face huge debts but owe less than £50,000 to other football clubs.

Africans set to turn on Britain

DAVID MILLER

The four British associations, who founded the game, are once again under pressure from the third world members at today's FIFA congress. Guinea, supported by the former British protectorates of Somalia, Tanzania and also Zaire, will propose that Britain should have only one collective vote at future congresses, though they concede that for "historic reasons" the four associations should be allowed to compete separately in the World Cup and other competitions.

It has quietly been put to the Africans that they should withdraw this motion, which will anyway probably fail, though more closely than on previous occasions when Britain's traditional place within the world administration has been challenged. It has been pointed out that they will cost Africa four valuable votes in subsequent affairs on African interest in the years ahead. Guinea are also proposing to alter the required voting majority from three quarters to two thirds.

Additionally, the African group proposes to abolish Britain's existing right to one FIFA vice-president, and the Soviet Union's right — agreed in 1947 — and to merge the two into "four European vice-presidents" instead of the present two. They also propose to increase the membership of the executive committee from 12 to 19 to encompass additional members from Africa, Asia and South and Central America.

Loss of unity hits Britain

The march towards political power in sport by the third world, irrespective of achievements, is unlimited. It has been fostered, of course, by the expansionist attitude in their favour by John Havelange, the FIFA president, who is today unopposed for a fourth period of office (see page 8). As yet, Havelange has firmly upheld Britain's position of having four places, equal to FIFA's four, on the International Board, which governs the laws. Yet a vacuum is developing beneath Havelange on the executive with no obvious successor in the making. When Havelange retires, or should he be taken seriously ill — he was 70 this month and is at present extremely fit — it is possible that an African or Asian, such as Oyo Oyo, of Nigeria, or Haji Hanazaki, of Malaysia, could come to power.

Already Britain is beginning to discover the disadvantage of their loss of unity with the termination of the British championship, a decision made wholly, and foolishly, on the doubtful financial ground that England and Scotland could make more money for themselves from other friendly matches.

Compromise plan for Olympics

FIFA confusion over eligibility for the Olympic tournament continues. The East-West ideological battle continues, as within the International Olympic Committee itself, on professional status. There are two proposals today to be considered for the Olympics of 1992. The first is jointly by the executives and the Soviet Union — the executive being inclined here to the Soviets — that all who play for financial gain should be ineligible. If this fails, which it will, the executive proposes that eligibility should exclude those in Europe and South America who have played in the World Cup finals; not, therefore, excluding those who play in the qualifying competition, which admits all the amateur countries such as Iceland who have no professional status and cannot administratively run separate World Cup and Olympic squads. And, of course, the Africans!

The congress is further asked to authorize FIFA to begin negotiating immediately with the IOC to have an eligibility for all players under the age of 23, irrespective of professional status. This compromise would suit all parties — except the IOC and those like Iceland, Eastern Europe could continue to play their prospective, allegedly non-professional World Cup teams. Western Europe could use their young professional World Cup hopefuls and FIFA would not have the embarrassment of an open competition, the aim of the IOC, which would challenge the authenticity of the existing World Cup.

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CYCLING

Ugrumov leads Milk Race

By John Wilcockson

A brave, powerful ride through the Yorkshire Dales earned the Soviet rider, Petr Ugrumov, leadership of the 29th Milk Race yesterday afternoon, despite losing stage 3A to the British professional, Malcolm Elliott, of the ANC-Halfords' team. It was Elliott's eleventh Milk Race stage victory in four years.

He made his winning effort on the final lap of a tough, five-mile finishing circuit at Harrogate after looking a beaten man for much of the 75-mile stage from Barnard Castle.

Ugrumov was the rider who set the race alight. He was first to the windswept summit of a climb called The Stang after three miles, and second to Peter Sanders of the Bilton-Condor team at the top of Greet's Moss, an even longer, steeper ascent 10 miles later.

Then, racing into the westerly wind in Wensleydale, the 25-year-old rider from Riga, spearheaded an attack with two other amateurs, Johnny Weltz, of Denmark, and Miroslav Sykora, of Czechoslovakia, and two professionals, Jan Koba, of Peugeot, and Hans-Henrik Oersted, of Falck.

The five raced rapidly away over Kildstones Pass and down in Wharfedale, but when their lead was three minutes 19 seconds entering Threshfield, they were led off course by the pace car and lost an estimated 40 seconds.

STAGE 3A (Barnard Castle to Harrogate, 75 miles), 1. Ugrumov, 29:30min 52sec; 2. Elliott, 29:31min 18sec; 3. S. Salmon (Falck), at 22 sec.